

OFFICIAL REPORT
OF THE
Nineteenth Fruit Growers' Convention
OF THE
STATE OF CALIFORNIA
—•••—
1895

SB 354
C15
d. 19
895
copy 1



Class S B 354

Book .C15

OFFICIAL DONATION.

OFFICIAL REPORT

OF THE

NINETEENTH FRUIT GROWERS' CONVENTION

OF THE

STATE OF CALIFORNIA,

HELD UNDER THE AUSPICES OF THE STATE BOARD OF HORTICULTURE,
AT SACRAMENTO, COMMENCING TUESDAY, NOVEMBER 5, AND
ENDING FRIDAY, NOVEMBER 8, 1895.



SACRAMENTO:

A. J. JOHNSTON, : : : SUPERINTENDENT STATE PRINTING

1896.

SB 354
.C15

CALIFORNIA

STATE BOARD OF HORTICULTURE.

ELLWOOD COOPER, President.....Santa Barbara.
Commissioner for the Los Angeles District.

MARK L. McDONALD, Vice-President.....Santa Rosa.
Commissioner for the Sonoma District.

FRED C. MILES, Treasurer Penryn.
Commissioner for the El Dorado District.

RUSS D. STEPHENS Sacramento.
Commissioner for the State at Large.

FRANK A. KIMBALL.....National City.
Commissioner for the State at Large.

SOL RUNYON Courtland.
Commissioner for the Sacramento District.

I. H. THOMAS Visalia.
Commissioner for the San Joaquin District.

A. BLOCK Santa Clara.
Commissioner for the San Francisco District.

FRANK H. BUCK.....Vacaville.
Commissioner for the Napa District.

B. M. LELONG, Secretary.....Ex Officio Chief Horticultural Officer.

ALEXANDER CRAW Quarantine Officer and Entomologist.

ELLA F. HALLAHAN Clerk.

DEC 13 1904
D. of D.

CONTENTS.

PROCEEDINGS OF THE FIRST DAY—	PAGE.
Opening Exercises	1
Welcomed by the Governor	1
Address of Welcome. By George B. Katzenstein, of Sacramento	3
President Cooper's Annual Address.....	4
Appointment of Standing Committees	9
Review of the Work of the California Fruit Growers and Shippers' Association. By H. Weinstock	10
Discussion of the Resolutions and Marketing	17
Publishing Proceedings	27
PROCEEDINGS OF THE SECOND DAY—	
Discussion of the Resolutions and Marketing—Continued.....	28
The Expedited Ventilator Service. By W. B. Gester.....	41
Fruit Statistics and Shipments. By B. N. Rowley.....	45
The Nicaragua Canal in Relation to Fruit Transportation. By Edward Berwick.....	49
Discussion on Fruit Transportation	51
Coöperation among Fruit-Growers	54
Outlook for Prunes. By Col. Philo Hersey	55
Discussion on Prunes	58
Shall we Lye-Dip or Perforate our Prunes? By H. N. Barngrover.....	58
Report of Committee on President's Address	59
Appointment of Special Committees.....	60
Discussion on Marketing Fruit.....	60
Review of the Raisin Industry. By D. T. Fowler.....	64
Discussion on Raisin Culture	67
Report of Committee on Transportation.....	70
Discussion on Transportation—Resumed	71
PROCEEDINGS OF THE THIRD DAY—	
Paris Green as an Insecticide. By Alexander Crow	74
Discussion on Mr. Crow's Paper.....	76
The Russian Thistle	78
Beneficial Insects. By F. G. Havens.....	79
Discussion on Insect Pests, Spraying, etc.....	81
Report of Committee on Resolutions	82
Mechanical Appliances	83
Pruning Fruit Trees in the Visalia District. By C. J. Berry	84
The Question-Box.....	86
Discussion on Coöperation—Resumed	98
PROCEEDINGS OF THE FOURTH DAY—	
Coöperative Unions	105
Report of Committee on President's Recommendations	112
Report of Committee on Legislation.....	113
Report of a Committee Appointed at the Last Convention	113
Grading Fruit.....	115
Report of Committee on Excursion.....	118
Question-Box—Resumed	118
The Next Convention	120
Adjournment <i>sine die</i>	120

SYNOPSIS OF THE PROCEEDINGS
OF THE
NINETEENTH STATE FRUIT GROWERS' CONVENTION,
HELD UNDER THE AUSPICES OF THE
STATE BOARD OF HORTICULTURE,
SACRAMENTO, NOVEMBER 5-8, 1895.

TUESDAY, November 5, 1895.

Pursuant to call, a convention of fruit-growers, shippers, packers, nurserymen, and others interested in horticulture and kindred pursuits in California, assembled in the Assembly Chamber of the State Capitol.

OPENING EXERCISES.

HON. ELLWOOD COOPER, President of the State Board of Horticulture, called the convention to order promptly at 10 o'clock, and explained the objects of the meeting.

REV. R. M. STEVENSON made an invocation.

VICE-PRESIDENTS.

MR. H. WEINSTOCK and MR. GEORGE B. KATZENSTEIN, of Sacramento, were elected Vice-Presidents by acclamation.

WELCOMED BY THE GOVERNOR.

GOVERNOR JAMES H. BUDD was escorted to the Speaker's chair by President Cooper and Vice-President Katzenstein.

PRESIDENT COOPER: It gives me great pleasure to state that we have with us this morning our Governor, and that he has honored us with his presence. I have the honor to present to you His Excellency James H. Budd, Governor of California.

GOVERNOR BUDD spoke substantially as follows:

Ladies and Gentlemen: I am pleased, and always will be pleased, to see those who are interested in the industries of our State assembled together for the purpose of discussing, not only the progress of the work

they have done, but also such amendments to the law as may better that work.

The fruit industry of the State of California will soon be one of its greatest industries. I am astonished, in traveling throughout the State, to find everywhere—in the far north as well as in the far south, and even in the foothills to the west of us—this industry advancing so rapidly.

I hope that in your discussions at this time you will consider what, if any, amendments ought to be made to the laws of this State for the advancement of the fruit industry.

Personally, I am and have long been opposed to commissions and to the expenses of commissions in matters of this kind. I believe that the State of California should establish—either under the guidance of some bureau, or commission if it must be—what are known as Quarantine Officers, in various parts of the State; officers who will see that pests from abroad are not brought within our borders, and if so brought, that proper measures are taken for their extermination.

I do not believe that it is the province of our State to tax the people thereof for any enterprise run by private individuals, if this can be avoided.

Believing that the fruit industry is the coming industry, I will coöperate with you and with the fruit-growers of the State. I ask your body, being better judges of the situation—better judges of the condition of the fruit-raisers of the State—to take up and discuss these subjects, in order that I may have the result of your combined wisdom in recommending a proper law to the next Legislature for its enactment.

So far as the counties are concerned, you understand that under the amendments of 1893 ample protection may be had in the various counties, if the Supervisors act and the State Board of Horticulture keeps its eye on the local officers. Under the laws of our State in regard to the Horticultural Boards, you will learn that we are able, with but small appropriations, to conduct the inspecting and quarantining of orchards and the extermination of fruit pests. By a very slight modification of the law, quarantine branches could be established, which, I think, may be of great good to our State. Experts might possibly be sent abroad for the purpose of inspecting pests and their parasites, and obtaining such of the latter as are needed. It is the duty of all Governments to protect against diseases that may threaten the person, the property, or the safety of the people.

Gentlemen, we welcome you to the City of Sacramento, which to-day, I am sure, is to take a new step toward prosperity. Sacramento has slept long enough. The utilization of electric power, cheaply generated at Folsom, and sent here by wire, promises to make this one of the greatest manufacturing centers of the United States.

I earnestly request and invite you to inspect the works at Folsom, and when you go home to call the attention of your neighbors to the possibilities of utilizing electrical power for the purposes of transportation.

VOTE OF THANKS.

The thanks of the convention were extended to the Governor, by rising vote.

GOVERNOR BUDD: I have other business to attend to just now, but if I can be present during your session I will be glad to be with you. If this

convention will stay over Saturday I will be pleased to accompany the members to Folsom, and see that proper arrangements are made for visiting that place.

The Governor then retired.

ADDRESS OF WELCOME.

PRESIDENT COOPER: The City of Sacramento and people generally have designated Mr. George B. Katzenstein to deliver the opening address. I have the honor to present to you Mr. Katzenstein, of Sacramento.

MR. KATZENSTEIN spoke as follows:

Ladies and Gentlemen of the Convention: In behalf of the Chamber of Commerce and the citizens of Sacramento, it is my pleasure to welcome you to this your capital city. The principal matter for discussion at this convention is the growing, handling, and marketing of our fruits. If you will take a map of the State of California and draw a line around the City of Sacramento, taking in an extent of fifty miles, you will find that this country, at the present time, produces and ships eastward more than three quarters of the deciduous fruits that are raised in the State of California. There is one class of fruit-growers who see only the dark side and find fault with existing conditions. Those who will come after us will undoubtedly profit by our present experiences, but there is nothing dark nor threatening in the situation. The matter of cheap transportation and how to coöperate will come before this convention, and I may say that many things are dependent on the action of this body assembled at this time. The eyes of the entire United States are upon this body, and its actions will be noted. I believe that we will overcome all these difficulties, and that there is a bright promise of the future before us. Many strangers are now coming here from the East, and the best inducement to them has been the culture of fruit to be seen along the railroads. Many inquiries are now being made, and data should be placed at their disposal to answer the questions they want to solve. Some of these questions are: "Is there a profit in raising fresh fruit?" and "Can lower rates be procured for dried fruits?"

The Governor has very kindly referred to Sacramento as the "New Sacramento," and has called your attention to the new era. Sacramento has broad views and a bright future, and we are more than willing to yield all these things, and you are to take part in the awakening that is now going on. In behalf of this city, this city of perennial flowers, we welcome you, and I hope that your deliberations and the work of the convention may prove highly successful, not only to those who compose it, but also to the commonwealth as a whole.

VOTE OF THANKS.

A vote of thanks was tendered to Mr. Katzenstein for his address.

THE PRESIDENT'S ANNUAL ADDRESS.

By Hon. ELLWOOD COOPER, of Santa Barbara.

Ladies and Gentlemen: This is the nineteenth Fruit Growers' Convention, and the fifteenth held under the auspices of the State Board of Horticulture. At the convention held in November last year, it was the sense of those present that this one should be held in San Diego. The Executive Committee having received so many letters urging a change, it was thought best for the interests of the fruit-growers to meet again in this city. The disorganized plan of shipping fruits in their natural condition, which has caused such unsatisfactory results to the producers for this year's crops, seemed to impress said committee that this question was of paramount importance, and Sacramento being the center of the great bulk of such shipments, induced the change.

In my address to the State Board at its meeting held in San Francisco in April, I was impressed with the importance of meeting in this city to discuss more fully the questions underlying that which alone can secure a satisfactory result of our efforts and labor in fruit-growing, and to treat special subjects upon which we are comparatively well informed with less consideration. Said address will be found in Bulletin No. 69, page 9.

At this time I will dispense with general remarks upon the subjects I present, and will refer you to the very able address delivered at the last convention by the late L. W. Buck, who presided; the same is to be found in the proceedings of said convention, pages 9 to 14 inclusive; also to my address, page 114, Report of 1893-94.

Marketing the Fruit.—This subject involves the best thoughts of the producers, the most careful and conscientious inquiry, cautious experiments—conditions that will unite every fruit-grower to the plan that must eventually be adopted to secure success to all; that is, to be united in one body—all shipments directed as one body. Such a project at first thought may seem too vast, and may be at the beginning very imperfect, but however deficient as a perfect plan, it will be much less disastrous than the individual or haphazard shipments that are now made. We are growing fruits in greater abundance than we are securing markets to consume them. It is apparent to all what the result of overcrowding markets will be.

How are we to open and secure new markets? The former plan, or the existing plan, of selling through commission companies or consigning to various houses will not meet the emergency. While it will not be my purpose to cast any reflections upon those who have sold most of our fruits—as I believe they have given their greatest efforts to do the best possible thing for our interest—still this does not meet our conditions. All rival auctions, rival commission houses, must be set aside in the inauguration of a general plan that will combine all the fruit products of the State. The deciduous or ripe or green fruit shipments, the oranges, the lemons, the dried fruits, the nuts, the raisins, the olive (either in oil or pickles) are equally interested in the marketing. I call your attention to the proceedings of a walnut-growers' convention held in Los Angeles in August last. A committee was appointed to

issue a circular letter containing in brief the sentiment of the members present. The letter issued contained the following:

"That every district should form associations combining all the walnut-growers if possible, after the plan of the Los Nietos and Tustin associations; that after the completion of the district associations there shall be formed a central organization to have entire charge of the sale of the walnuts; that there shall be established a uniform system of grading; that inspectors shall be appointed to examine and pass upon the quality of nuts before shipment; that the brand of the central organization, showing the grade and quality, shall be placed upon every sack, also the private brand of the grower, at least where any considerable quantity is shipped, so that in the event of any dispute arising as to quality or condition it will facilitate the adjustment and place the oversight where it belongs, and the loss, if any, to the proper party. It is the opinion of the committee, conforming with the unanimous expression of the convention, that such rules and regulations as briefly indicated above, will relieve the growers of walnuts from any anxiety as to the sale of their crops. It will insure cash returns as soon as shipment is made. It will increase the net result for the product twenty-five per cent. The entire cost to the producers in carrying out this plan of marketing will not be over one per cent."

The fruit-growers should have a house, managed by themselves, in every large city, where every kind of fruit grown in the State, including wines, should be on sale in original packages, and so advertised that the resident citizens would know where to go to obtain such goods. The prices should be fixed, so that there would be no competition as against honest and fair dealing merchants who kept similar goods on sale. At least ten competent men or women should be kept traveling through smaller towns and places to make new markets.

They should, where it was possible, hold public meetings and lecture on fruits, and should have samples (to show to the audience) of such fruits as could be supplied, and should be sufficiently versed on the cost of transportation and commission rates so that they could publicly state what price the consumers should pay for such goods. It was shown in the discussion of the Wilson Tariff Bill that raisins sold f. o. b. Fresno at 5½ cents, while in Washington they were selling at 30 cents. Nuts, rancid and musty, are sold in the East, in out of the way places, for four times the price that good, fresh, and sweet nuts could be sold at. Spoiled dried fruits are sold at higher prices than good fresh fruits would command. Olive pickles—I quote from a letter I have in my possession, as follows: "I hear those that have eaten the so-called bottle olives at hotels in this vicinity say they were sour, bitter, puckery things, and I did not wonder at the verdict when I was told that a fruit-grower in a neighboring town said that he sold thousands of bushels of green plums every year to be put up as bottled olives."

These conditions must be changed before we can hope to greatly increase the consumption of our fruits.

The subject of marketing fruit was very ably discussed at the last convention. (See pages 35 to 46 inclusive, of the report.) A careful perusal would seem to justify the conclusion that there was but little more to be said. We are here now to organize a plan which I hope will unite all parties and lead up to something feasible that will save the fruit industry. One of the most important features to secure the

development of a State organization combining all the fruit-growers will be State inspection laws. These laws should embody every food product. This subject was presented at the convention held at National City, April, 1889. (See page 329 of that report.) There does not seem to be a question as to the necessity of such a law, and while the fruit-growers can formulate all its provisions, the enforcement can only be successfully carried out by a legal officer clothed with State authority. Competent and careful inspection will give confidence to the dealers in the purchase of fruits, and will increase their value. It will stop the shipment of worthless and unsound fruits, which depress the market value of good, sound fruit. It will increase the consumption, for the reason that consumers can rely on the quality of what they purchase. The State will reap advantages far in excess of the cost of maintaining rigid and competent inspection laws. I recommend the appointment of a committee to draft such a law.

Railroad Transportation.—This subject assumed a more important phase in the discussions at our last convention than ever before. I refer to the official report, pages 52 to 70, inclusive. The fact that the railroad company had competent officials present, who calmly and frankly discussed this subject with us, promises good for us, and I have the hope that with our concentration we will get all the relief that we can in justice expect or demand. I recommend the continuance of the present committee.

A Bureau of Information.—It is of the utmost importance that such a bureau should be established, with a competent statistician and a sufficient clerical force to gather information from every possible point where our fruits can be sold at prices that would insure the realization of fair returns. This will be an important feature in securing new markets, and a necessity when all shipments are under one direction. This bureau of statistics could be established in the offices of the State Board of Horticulture, thereby saving the expense of rent and many other incidentals that would be necessary if in a separate building. The sum of \$6,000 each year would, in my opinion, be sufficient to maintain such a bureau. The State would reap a hundredfold from the establishment of such an office.

All these questions, so far as treated, are a part and inseparable from the subject of marketing fruits. I trust the suggestions will be favorably considered by the convention.

The Tramp Danger.—I call your attention to this growing evil, and to the necessity of a plan or law to arrest it. It is daily becoming more and more serious. The annoyance and fear that the rural population are subjected to, make life unpleasant, and are creating a feeling of discontent with their surroundings and lessening the courage and hope that impel industrious people to be satisfied with their conditions. One hundred years ago a woman could travel alone the length and breadth of the settled country without fear of molestation; now there is scarcely an isolated district where it is safe for her to go alone. It is a common occurrence for men to be held up and robbed in every country place at night time, where they encounter this class. Ten years ago this evil would have been ten times more easily controlled than now. Ten years hence the system will have assumed such a status that an outbreak,

appalling in its results, will be the consequence. I am well aware of the feeling that is so deeply rooted in the American mind regarding the freedom of the citizen—that dislike of prying into the motives and actions of the individual. Such a political policy in our early history was safe, because the whole population possessed that degree of honest and industrious habits which made it unnecessary to adopt laws regarding the private character of the citizen. In journeying between my place and Santa Barbara, a distance of twelve miles, it is rarely that I do not meet one or more tramps, and sometimes as many as ten or a dozen. I presume this is the condition generally in Southern California. Many are vicious looking and nearly all are foreigners. Our fruit orchards are accessible to these hungry vagrants. California is likely to suffer more from this evil than any other State, for the reason that our climatic conditions make it possible for this class to rove from place to place almost every day in the year. I hope and trust that the fruit-growers and farmers in every district will interest their representatives in the next Legislature to seriously consider this question. I recommend that a committee be appointed to draft a law that will prevent vagrant wandering.

Investigation of Parasites for Predaceous Insects.—The marvelous success that has been attained by the importation of beneficial insects that prey upon the enemies to our fruit products has more than met our most sanguine expectations. We have realized results, established by the most convincing proofs, that the parasites now at work will keep in check nearly all, if not all the scale insects that exist in California. The State has been saved millions of money by their introduction. It is to be hoped that the investigation will be continued until every insect enemy to the products of the soil will have its parasite discovered and colonized, that the cultivator may be protected from any material injury by insect pests.

I have to report that in Santa Barbara County the *Rhizobii* have been most successful in destroying the black scale, the apricot scale, the brown scale, the aphid on the walnut and on the orange, and the aphides generally that feed upon plant life. Freedom from these enemies is reported from every place where they have been successfully colonized. There are one or two orchards where the managers are antagonistic to this mode of warfare, and who continue to spray and fumigate. The orchards under their control are black, smutty, stunted, and present most striking evidence in favor of parasites. The orchards adjoining, where the *Rhizobii* have been colonized, are almost free from insect pests and in beautiful condition. This is so notorious that it is the common talk of all the fruit-growers in the community.

A very interesting report by Alexander Craw, the Entomologist of the State Board of Horticulture, is to be found in the "Pacific Rural Press" of October 5th.

I consider this discovery the most important that has taken place in the last century. The development of this principle has to do with every product of the soil. It secures to the cultivator freedom from the destruction of his crops by the ravages of insects; it will be the greatest source of economy; it will encourage his efforts and his labor, and increase the value of his home. It should teach us humility, and impress upon us our dependence upon the results of the workings of

natural laws and our inability to cope with the most (apparently) insignificant of living insects.

In view of the importance of this discovery, and the fact that all the credit is due to California fruit-growers, they having originated and urged the investigation, a complete history of all the circumstances leading up to it should be written and compiled in book form and sent to all the scientific schools and important libraries throughout the civilized world, in order to fix the record and establish, for all time to come, the credit where it justly belongs.

Albert Koebele is the discoverer of the *Vedalia cardinalis*, the *Novius Koebelei*, the *Rhizobii*, the *Orcus chalybeus* and *O. Australasie*, the Japan ladybird, and many other valuable predaceous insects. To him the credit belongs.

I also recommend an appropriation of \$5,000 per year to enable the State Board of Horticulture to engage the valuable services of Mr. Albert Koebele, and to keep him constantly traveling in foreign countries, as also in the United States, for the further investigation of parasites.

As an instance of the importance of this work, I wish to state in this place that Mr. D. O. Mills gave the use of the rooms now occupied by the State Board in the Mills Building free for two years, up to July 1, 1897, and in addition donated janitor service, light, and heat, representing an amount of about \$5,000, and said, in reference to this subject, that the State Board had saved his trees and plants at Menlo Park, which were to him of great value, and that it gave him pleasure to assist the Board.

We have received most flattering and encouraging letters from Hawaii, from Australia, from South Africa, and no doubt will be similarly complimented from every civilized portion of the globe, where these valuable parasites may be colonized. I am well aware of opposition and adverse reports in our own midst, made by individuals who have not contributed one dollar either in taxes or otherwise toward the promotion of this investigation.

There are thousands of dollars lost each year in spraying for the codlin moth, and many more thousands are lost in the destruction of fruit by this insect. That a parasite exists for it there is not a doubt. The existence of such in Southern Europe was claimed by Mr. Gillet in the first year of the organization of the State Board. We are constantly menaced by various pests in both the farm and orchard, and the only prudent course on our part is to keep pace with these pests by the discovery of their natural enemies.

To protect the fruit industry, and to secure the best results, we must demand, as recommended, \$5,000 annually to investigate parasites, \$6,000 for the bureau of statistics, and \$5,000 for the uses of the State Board. This, with the amount already provided for in the salaries of the officers of the Board and the Clerk, \$4,800, will make a total sum of \$20,800.

In the official report of the State Controller for the forty-second fiscal year, there was expended in the State in round numbers \$8,000,000; of this, \$3,300,000 was spent for educational purposes; \$2,500,000 for the indigent poor and helpless, the aged, reform schools, truant homes, insane asylums, and State prisons, making, with the estimate for coyote scalps of \$190,000, a total of about \$6,000,000, or three fourths of the entire expenditures. This is a very heavy burden upon the farmers and fruit-growers, who,

unless they have more prosperous seasons than the past few, can ill afford to bear it. When I was a small boy, or about the time of the introduction of the free school system into Pennsylvania, it was quite common in the winter months to have at those schools young men from twenty to thirty years of age taking their first A B C lesson. People at that time and in that state of ignorance were more industrious, less vicious, and there was less insanity than at the present time. We spend over forty per cent of our revenues for education, and yet have staring us in the face a rapid increase in the percentage of crime, of insanity, of idleness, and of every sort of bad doing. This is discouraging and does not offer much encouragement to our energies in supporting the present systems. A sound political policy to be pursued would, in my judgment, be to foster, protect, and encourage the industrious citizens. The fruit industry of the State is by far the most important, because it furnishes labor to a greater number than any other industry. It employs a great number of children, of women, of men not able-bodied, as well as the able-bodied, enabling them to make comfortable homes.

In concluding my remarks, I enjoin upon all the fruit-growers to interest themselves in their representatives to the next Legislature, and give them all the information that will enable them to act intelligently regarding the necessities of the fruit industry. We must keep up our State Board and increase its efficiency, in order to insure to the State that degree of prosperity which is possible, and as an equivalent to the individual fruit-growers that will compensate them for the amounts expended and the care and energy given in the business.

COMMITTEE ON PRESIDENT'S ADDRESS.

On motion, the following committee on the President's address was appointed by the convention, with instructions to report Wednesday afternoon: Messrs. D. T. Fowler of Fresno, T. W. Madeley of Placer, and H. P. Stabler of Sutter.

A recess was then taken till 1:30 o'clock P. M.

AFTERNOON SESSION.

The convention was called to order at 1:30 o'clock. President COOPER in the chair.

APPOINTMENT OF COMMITTEES.

PRESIDENT COOPER: I will now announce the appointment of the committees provided for by the rules of the convention, as follows:

On Transportation.

H. Weinstock, of Sacramento.
 Frank H. Buck, of Vacaville.
 George D. Kellogg, of Newcastle.
 J. Z. Anderson, of San José.
 N. W. Motheral, of Hanford.

D. T. Fowler, of Fresno.
 Gen. N. P. Chipman, of Red Bluff.
 B. F. Walton, of Yuba City.
 H. P. Stabler, of Yuba City.
 Major C. J. Berry, of Visalia.

On Resolutions.

Judge W. H. Aiken, of Wrights.

R. C. Kells, of Yuba City.

R. D. Stephens, of Sacramento.

B. E. Hutchinson, of Fresno.

P. J. Shields, of Sacramento.

On Legislation.

Hon. Abbot Kinney, of Los Angeles.

A. T. Hatch, of Suisun.

B. F. Walton, of Yuba City.

Alfred Holman, of San Francisco.

A. D. Pryal, of North Temescal.

REVIEW OF THE WORK OF THE CALIFORNIA FRUIT GROWERS AND SHIPPERS' ASSOCIATION.

By H. WEINSTOCK, of Sacramento, President and General Manager of the California Fruit Growers and Shippers' Association.

Ladies and Gentlemen of the Convention: The fresh-fruit shipping seasons of 1893 and 1894 were two of the most disastrous and unprofitable in the history of California fruit culture. The growers at the end of the shipping season of 1894 found themselves face to face with a most serious crisis. If the conditions of 1893 and 1894 were to become permanent, the great fresh fruit industry of California was practically doomed to ruin and to bankruptcy, since, as a rule, not even those who gave the closest possible attention to their orchards and vineyards, and who exercised the highest skill and practiced the most rigid economy, could hope to make even a bare living.

It was the realization that a most serious crisis was at hand that prompted so great a number of growers, embracing among them much of the brain, the intelligence, and the enterprise engaged in the fruit industry of the State, to assemble in a State convention just about a year ago this time, in this very building, for the purpose of considering what was best to be done. A full and free discussion brought out the facts that chief among the causes which led to the deplorable results of the two preceding seasons were: First, the constant glutting of Eastern markets, as the result of an unintelligent distribution of fruit; second, the existence of two or more auction salesrooms at many Eastern auction points; and, third, the fact that some of these auction rooms were what is known as "closed auctions," to which members of certain buyers' associations only were admitted. As the result of the fullest and freest discussion, and in order to remedy these serious evils, the following resolutions were unanimously adopted by a rising vote:

WHEREAS, Owing to certain causes, the shipping of fresh fruits to the markets of the East has more recently proven highly unprofitable; and whereas, a continuance of these causes must mean ruin to untold numbers of growers, and must seriously threaten the future of the fresh fruit industry of our State; and whereas, we have reason to believe that by united action on the part of commercial shippers, local associations, and individual growers shipping in carload lots and routing their own fruit, many of these causes may be promptly removed, and certain existing evils overcome; therefore, be it

Resolved, That without reference to any great popular movement to unite the fruit-growers of the State in one organization for general purposes, but in addition and auxiliary to that movement, this convention recommends and earnestly requests the classes of growers and shippers above mentioned to proceed forthwith to organize themselves into a union, to be known as the Fruit Growers and Shippers' Association of California; and be it further

Resolved, That the purpose of the proposed association shall be: (1) the establishment of a bureau of information to regulate distribution; (2) to establish one auction room in each city; (3) to make such auction salesrooms open and free to all buyers; (4) to do all

such other things as may be conducive to the best interests of the fresh fruit industry of California; and be it further

Resolved, That the President of this convention be requested to appoint a committee of five, which shall represent all the above classes of shippers, for the purpose of taking steps to carry the above resolution into effect; and be it further

Resolved, That the California Fruit Exchange, as it proceeds in the work of organization, be requested to make the importance of maintaining such association very prominent, and to impress upon all growers the necessity of strongly supporting it in all ways; and be it further

Resolved, That the members of this convention hereby pledge themselves to give such association, when formed, our continuous and hearty support.

In accordance with the above resolutions, which were unanimously adopted by the convention, the committee appointed by the convention, consisting of Mr. Frank H. Buck of Vacaville, Mr. Mathews of Newcastle, Mr. Salsbury of Porter Bros. & Co., Mr. David Reese of Florin, Mr. Earl of the Earl Fruit Company, and myself, came together, and, finding ourselves in perfect accord with the sentiment expressed in the above resolutions, unanimously agreed that the proposed reforms were most essential to the welfare of the fruit industry, and, therefore, issued a call to all shippers, coöperative societies, and growers shipping in carload lots, to meet in convention in the City of San Francisco, for the purpose of organizing the Fruit Growers and Shippers' Association, called for in the resolutions passed by this State body.

The convention was held, and there was represented at this convention practically one hundred (100) per cent of the fresh-fruit shipping interests. All present agreed, in common with the committee, that the proposed reforms were imperative and should be carried out. Accordingly, the association was formed, a board of directors elected, with full power of establishing a bureau of information for the purpose of issuing daily bulletins, with the further power of approving of consolidated auction salesroom at each auction point, and with instructions to see that such consolidated auction salesrooms were made free and open to all buyers.

The directors were able to successfully establish a bureau of information, and to issue daily "bulletins" throughout the season, which have been of incalculable value in largely preventing unnecessary gluts, and enabling growers and shippers to more intelligently route their fruit than was ever before possible. It is a source of great regret, however, that, despite all the efforts of the directors, it has not been possible this past season to maintain consolidated salesrooms in the cities of Chicago, Boston, and New York.

I deem it hardly necessary at this time to enter into all the circumstances which have made the desired consolidated salesrooms in the above cities impossible during the past season—the causes and the circumstances which have prevented the wishes of the growers expressed, not alone in the State Convention of last November, but also in the very many mass meetings held in the various fruit districts during the past season, from being carried out. The causes and the circumstances which led to this have been thoroughly discussed, pro and con, through the medium of the press, through the medium of oceans of circulars, and in debate at the various mass meetings held for the purpose of discussing the matter. Suffice it to say that the continued existence of rival salesrooms in the chief markets of the country largely perpetuated during the season of 1895 the evils which so seriously contributed to the deplorable results of the seasons of '93 and '94. California fresh fruit

continued this past season to be forced into needless competition with itself, through the medium of rival auction houses, thus largely killing prices, not alone in the chief markets, but also depressing prices in the smaller tributary markets.

I might take up a great deal of the time of this convention by dealing with the past, and by pointing out who was responsible for defeating the wishes of the growers and preventing the establishment of the desired consolidated salesrooms, but that could not bring back the past, nor recover the losses that many growers have suffered as a consequence of the continuance of the past evils. I assume that you, in common with myself, are more interested in the question of how can we protect the future, rather than to dwell on the past.

It must be a self-evident fact that if neighbor will act with neighbor, shipper with shipper, grower with grower, and all form one united whole, the highest possible results may be looked for. If this, however, is not possible, and neighbor will continue to needlessly compete with neighbor, grower with grower, and shipper with shipper, then we may as well face the inevitable, and make up our minds that existing evils are to become permanent evils, and that the conditions of the past instead of improving are certain to become worse. I know of no good reason, however, why neighbor and neighbor, grower and grower, shipper and shipper, should not be brought into a harmonious whole, at least upon such matters as are to their common interest, and in which all have everything to gain and none anything to lose.

I have yet to hear a single intelligent reason why it is not entirely possible to establish and maintain a consolidated auction salesroom at each auction point, where all the buyers, and all the sellers, and all the auctioneers may be brought under one roof, so that the highest results are attainable for the grower. Granting that this is brought about, will it prove a panacea for all existing evils in connection with the shipping of California fresh fruits to the East? Will this insure the growers getting a reasonable price for their product? I hear some ask, and my answer is: No; it will insure nothing of the sort. A consolidated auction salesroom cannot be a panacea for all evils, and no one, least of all myself, has ever made any such claim for that idea. A consolidated auction salesroom cannot bring fair prices for fruit if ten carloads are shipped to a five-carload market, nor if the fruit arrives in bad condition, nor if it is poorly packed, nor if it is of inferior quality, nor if it is shipped in the face of great domestic supplies. The consolidated salesroom idea, or any other idea that the human mind can devise, could not insure reasonable prices under any of the above-named conditions.

All that can be hoped for under the system of consolidated salesrooms is to prevent the fruit from needlessly coming into competition with itself, and to give to the grower the benefit of the fullest and the freest competition among *all* the buyers in any one market, instead of, as in the past, but a portion of the buyers in each market. While a consolidated salesroom will not bring the grower a high price for poor fruit, or for badly packed fruit, or for fruit arriving in a glutted market, it will insure to the grower the full value of the fruit, whatever that value may be, which is more than the fruit-grower has been able to realize for his product at any time and in any market when and where two auction sales have been progressing at the same hour.

During a recent visit East I have seen with my own eyes a car of American River grapes selling in one New York auction room at the same moment that a similar car of grapes, belonging to neighboring growers on the American River, was being sold in another auction room. Here were about seventy-five buyers in one room, and one hundred or more in the other room, both bidding separately upon the same kind of fruit coming from the same district, and while, owing to the fact that the market about that time had been quite bare of grapes, these two carloads brought fairly good prices, yet they did not bring their full value.

You may ask, "What is the full value of fresh fruit?" I would answer and say the full value is the highest price which can be obtained as the result of the fullest and freest competition, not among a handful of buyers, not among half the buyers, but among *all* the buyers in any one market. There is not the shadow of a doubt in my mind, nor could there be in the mind of any other intelligent observer, but what, if these two carloads had been sold under the same roof, and the one hundred and seventy-five buyers had been brought together, that the competition among them would have been materially increased, and the growers would have received still better prices for their product.

The observations I made, especially in the City of New York, during my visit in September last, corrected, however, one mistaken notion in this connection, under which I had labored. I had been under the impression that the New York buyers, in particular, wanted two or more auction sales to be conducted at the same hour, under the belief that they could buy fruit cheaper than in a consolidated salesroom, and that, therefore, they would, if possible, prevent a consolidated salesroom from being established. I found, however, as a result of a canvass among them, that while in the past they favored two or more salesrooms, experience had taught them that it was even in their best interests that a consolidated salesroom shall be established.

Let me take you with me to interview one of these New York dealers, so that you may more fully understand the situation.

"Mr. ———, I see that you deal in California fruits."

"Yes, sir."

"May I ask at which pier you buy your fruits?"

"I buy sometimes on the Erie, sometimes on the West Shore, and sometimes on both."

"How can you buy at both places when sales are going on on both piers at the same time?"

"I do this by having one of my men at one place while I am at the other."

"Well, but how can you, under those conditions, buy intelligently? How do you know what your man may be buying, and how does he know what you may be buying?"

"Oh, well, I try to overcome this by having a third man who keeps running between the two piers with a view to keeping one posted what the other is doing."

"Well, but I should think that this would be of but little avail, from the fact that the selling is rapidly conducted and that you must act with instant decision, and when an opportunity to buy at what you think is a satisfactory price is at hand you must act at once, without being able to await the return of your messenger, who may be on the other pier."

"That is true; I do find this a serious problem."

"Well, then, does it not happen that without knowing that your man has already bought on the other pier you also buy a lot of similar fruit, and then, on comparing notes after the sales, find yourself seriously overbought for the day?"

"Yes; that does frequently happen."

"And does it not also happen that you, depending upon your man buying upon the other pier, and he in turn depending upon your buying at your pier—both of you, in your dependence upon each other, and despite the use of the messenger, who cannot be in both places at the same time, must allow opportunities to slip by and discover, after the sales are over, that neither has bought, and that to get a supply you must buy from your rivals at a profit to them?"

"Yes; that also happens frequently."

"Well, then, how can you intelligently conduct your business?"

"Well, that's the trouble; I cannot intelligently conduct my business. It is largely a matter of guess work and chance, and my judgment and experience many times count for little."

"Would it be of any advantage to you if a consolidated salesroom were established, where all the fruit would be sold under one roof?"

"Why, yes; it would be a great advantage to me."

"How would it be an advantage to you?"

"It would be an advantage because I could then do my business intelligently, and know what to buy and when to buy, and largely avoid overstocking or understocking myself."

"Yes; but if a consolidated salesroom is established, and all the buyers are brought under one roof, would not the competition among them become keener, and would you not have to pay higher prices for the fruit in order to get it?"

"Yes, that is true; but I should not object to that. I would cheerfully pay higher prices so long as I knew that all my competitors had to pay the same run of prices. I do not make the most money when fruit is cheap. On the contrary, I make more money and have fewer losses when prices are fairly high. As it is now, with two salesrooms, I may buy a lot of grapes in one room for 75 cents, and my man may buy a similar lot in the other room for \$1; and so long as grapes have been sold at 75 cents, that makes the price for the day, and the profit I might have made on the 75-cent lot I lose on the \$1 lot; and all my labor for the day has practically been without profit. Whereas, if all the buyers were together, there would be a uniformity of price for that day, and the advantage is not so much in having low prices as in having a uniform price. If I should pay \$1 per box in a consolidated room for certain fruit, and find that the price toward the latter end of the sale was weakening, I and all the other buyers in the room who had bought in the earlier part of the sale at a higher price would use our best endeavors to prevent our competitors from buying at the lower price, enabling them to undersell us, and we would stiffen up the bids as much as possible, in order that we might not suffer a loss upon what we had purchased by being undersold by others."

"Well, then, from what you say it is evident that a consolidated salesroom is not alone in the interest of the grower, but is also in the interest of the buyer?"

"Yes, I am sure that is so."

"Then, why is it an impression has prevailed that the buyers preferred two salesrooms rather than one?"

"That may have been so in the past, but buyers have found from costly experience that the advantages of two salesrooms are a delusion and a snare, and that it is to their interest, as much as in the interest of the grower, that there shall be a consolidation."

From the above interview, which is a fair representation of many held with leading buyers in the New York market, it can be seen that the consolidated salesroom is in the interest of all and to the injury of none.

While the best conceivable condition in New York, as well as elsewhere, would be to have all the fruit delivered at one terminal, yet it would seem that, owing to certain fixed opinions existing within the minds of various shippers and growers as to the relative merits of the two competing lines entering New York City—the Erie and the West Shore—it is hardly probable that all concerned are likely to agree upon shipping over either one of the two lines.

If, then, two railway lines are to continue to be patronized, and two New York terminals are to be used for the delivery of California fruit, the next best plan, in order to establish a consolidation, is to select an outside salesroom conveniently located between the piers, about four hundred feet apart, where all the auctioneers and all the buyers may be brought together with the view of holding daily consolidated sales. While this plan will not bring all the fruit together under one roof, as the fruit, under this plan, would be inspected at the two different piers by the buyers, who would then all assemble in the consolidated salesroom, it will at least bring all the buyers and sellers under one roof, which is the next best thing, and which will largely overcome the existing evils of divided buyers and rival sales.

The only objection that has been offered to this plan is presented by Messrs. Ruhlman, Horace Day, and Mr. Jarolman, who are New York receivers, and who claim that a consolidation will prolong the daily

sales beyond 11 o'clock, up to which hour it is possible to sell only about ten cars, and at which hour many of the buyers leave the California sales, to attend the lemon sales, thus causing a probable slump in the price of such fruit as may be offered after 11 o'clock, to the injury of the grower. If all this were so, it would be a question deserving serious consideration.

To begin with, however, this season's records show that in 80 per cent of the daily sales in New York there were ten cars and less offered, and that only on one day out of five were there more than ten cars to be sold, and that during a majority of these days the number of cars to exceed ten were but one or two; hence, at the very worst, there would have been but one day out of five during the past season when all the fruit could not have been sold by 11 o'clock, and only a fraction of the remaining days when the sales would be seriously prolonged beyond 11 o'clock. Furthermore, a canvass of the New York buyers has brought out the fact that only a small percentage of those who buy California fruits also attend the lemon sales; that the large bulk of the buyers of California fruit deal exclusively in our products, and hence would not leave at 11 o'clock. And, again, it was found that the large buyers who deal both in California fruits and in lemons, have, as a rule, buyers at their command who can attend one sale, while they attend the other. But, it is claimed, this season of 1895 is not a fair season to go by; it is expected that next year, if the crop is normal, the shipments to New York will be larger than this year, and the daily quantities to be sold will exceed those of this season; and a consolidation will seriously prolong the sale until it reaches too far into the day.

The answer to this is that in place of being able to sell only ten cars between 9 and 11 o'clock each morning, which is at the rate of five cars an hour, a consolidation will bring about a keener activity among the auctioneers, and in place of consuming an average of twelve minutes in the sale of a car, they will be able to sell, with better results, at the rate of from seven to eight minutes to a car, as they do in Chicago and elsewhere, thus increasing their capacity for the two hours to fifteen cars each day. And yet, further, there is no good reason which can be offered why the sales in New York should not begin, as they do in Chicago, at 8 o'clock in the morning, instead of 9 o'clock, as has been the practice. This would increase the daily capacity to an average of about twenty-two cars a day, and it will be several seasons yet before New York is likely to handle so large a daily average of California fruit. Hence, it would seem to be plain that the objections offered by the above-named New York receivers against a consolidated auction will not hold, and should not prevent the growers from demanding that the consolidated plan receive, at least, a fair and impartial trial. Should the evils claimed for it manifest themselves and prove serious, it is a very simple matter to change the policy, and go back to the conditions of this season. On the other hand, should the plan prove a success, it will be of incalculable value to the growers of the State.

Not least among the disappointed growers this season are the raisers of Tokay grapes, who had looked forward to a highly profitable market for their product. It is true that the early September rains materially injured the shipping value of their grapes, but it is also true that the rival shipping elements, in their endeavor to make a good showing of fruit on their respective terminals, in order to induce the largest number

of buyers to attend their sales, strained every point to ship abundant supplies, regardless of what the other faction might be sending to the same point, so that the principal markets were kept overloaded, while perhaps some of the minor points were kept bare. Nor was this the result of ignorance, which might have been pleaded in former years. The daily "bulletin" showed plainly what was on the way to the various markets, and when larger quantities than the conditions justified were shipped to important points, it was done knowingly and to the injury of all concerned. With a consolidated salesroom established, there would be no need of straining to have the largest showing of fruit, in order to capture the largest attendance of buyers at any particular pier. The receiver, with but one carload of fruit to offer, would, in common with his rival having several carloads, get the benefit of all the bids of all the buyers, who would be brought together in one spot.

Concerning the Chicago situation, an attempt was made during the early part of the season by the Chicago buyers to force the Union Auction Room to become a closed auction. Failing in this, the buyers established a rival auction house under the name of the Merchants' Auction Company, secured another railway terminal, and began to hold opposition sales, in the hope of destroying the work of the California Fruit Growers and Shippers' Association. The season's experience has, I think, made it plain to the Chicago buyers that it is unwise for them to attempt to keep out any class of buyers from the auction room, and, unless I am greatly mistaken, I am of the opinion that they are ready to consent to auction rooms open and free to all buyers.

The best conceivable condition for Chicago is to have as a consolidated room a terminal free and open to all railroad companies, as well as to all buyers and all auctioneers, in order that the grower may have the privilege of routing his fruit over one of the several roads entering Chicago. This condition was not possible to bring about at the beginning of the season of 1895. I believe it is possible to bring it about for the season of 1896, provided the growers and shippers at this end act as a unit and coöperate in harmony with each other for their common good. In order, therefore, that this matter shall be brought before this convention for discussion and for action, I shall close my report by the presentation of the following resolutions for your earnest consideration:

WHEREAS, The fruit-shipping season of 1895 has made it plainer than ever that in order to prevent California fruit from coming into needless competition with itself, and in order to give the California fruit-grower the benefit of the fullest and freest competition among all buyers and all auctioneers at each auction point, it is imperative that the sales of California fruit shall be held in consolidated salesrooms, where all buyers and all auctioneers in each city may be brought at the same hour under one roof; therefore, be it

Resolved, That the California fruit-growers assembled in State convention, under the auspices of the State Board of Horticulture, do hereby call upon the shippers and receivers of California fresh fruits to coöperate with the growers in establishing and maintaining such consolidated auction salesrooms;

Resolved, In order that growers may avail themselves of the privilege of shipping either over the Erie or West Shore railway lines to the City of New York, that it is the expressed desire of the California growers that an outside room be selected, convenient to the piers of the above railroads, to be used as the consolidated salesroom for the City of New York, which consolidated salesroom shall be open to all auctioneers of California fruits upon equal terms and conditions, so long as such auctioneers conduct sales which are free and open to all buyers;

Resolved, In order that growers and shippers may have the privilege of routing their fruit over any one of the several railway lines entering Chicago, that a railway terminal shall be chosen in said city, which shall be free and open to all competing railway lines, subject to the established charges for switching, unloading, etc., and that the auction salesroom at such terminal shall be free and open to all auctioneers upon equal terms

and conditions, so long as such auctioneers conduct sales which are free and open to all buyers;

Resolved, That we solemnly pledge ourselves to confine our support to such shippers and receivers as comply with these resolutions.

VOTE OF THANKS.

A vote of thanks was tendered to Mr. Weinstock for his able report on the review of the year's work of the Association.

DISCUSSION OF THE RESOLUTIONS AND MARKETING.

The resolutions offered by Mr. Weinstock were declared in order for discussion.

MAJOR BERRY: I would like to ask Mr. Weinstock one or two questions. One of them is: He states he is in favor of opening up, in the City of New York, one general auction room, and that that would remedy the evil as it exists there. As I understand it, there are two rival roads—the Erie and the West Shore. Is it possible to end that matter by selecting one terminal in New York, similar to that in Chicago, that would be open to and acceptable to the rival lines entering New York? Some growers preferred to ship by one line of road, and others preferred some other road.

MR. WEINSTOCK: Well, from my own knowledge, I cannot answer that question. I can only say that the best conceivable condition in New York, as well as elsewhere, would be not alone to have all the dealers under one roof, but also all the fruit, as it would be likely to operate to the advantage of all. While in New York I suggested the idea to the receivers who came together in conference on this matter, that the railroad companies be approached and asked if they would not consent to having the fruit coming over one line delivered at the terminal of the other—to ask the Erie if it would receive the fruit coming over the West Shore, and to ask the West Shore if it would receive the fruit coming over the Erie. The unanimous opinion of all the receivers was that it was utterly useless to ask the railroad companies to make this concession. I strongly urged Mr. Day to go to the Erie and ask them. He declined to go, on the ground that it would be useless. The condition that is possible in Chicago is not possible in New York. In Chicago, the railroad companies, if they received fruit from other roads, would charge so much a car for switching. The Merchants' Fruit Auction Company have arrangements with the Illinois Central Railroad Company, which receives fruit from other lines, at the rate of \$10 a car, which I understand was about what other railroad companies charge. This \$10 charge covers the actual cost of switching. \$1 50 is the cost of unloading. That plan is practicable in Chicago, but I do not think it is practicable in New York. The next best thing to do is to leave the fruit on the two piers, and select a room midway between the two piers, thus at least getting the benefit of competing fruit buyers.

MR. ADAMS: Has Mr. Weinstock any information or views to give from those who oppose them?

MR. WEINSTOCK: I only know, Mr. Chairman, that my attention was called to a circular issued by Sgobel & Day, in which they said that they

had sent a communication, and that that communication would be presented to this convention by Mr. Fairbanks. I think you would like to hear that letter and learn what others may have to say on the subject.

MR. E. W. ARMSTRONG: I have that letter from Sgobel & Day to Mr. Fairbanks. It is as follows:

NEW YORK, October 28, 1895.

MR. H. A. FAIRBANKS, *National Fruit Association, Sacramento, Cal.:*

DEAR SIR: Our Mr. Day endeavored to make his arrangements so that he could be present at your meeting to be held on the 5th proximo, called under the auspices of the Growers and Shippers' Association, but we very sincerely regret that it will be absolutely impossible for him to make the trip, as we cannot possibly spare him.

We have been fruit merchants here for twenty-six years, and for the past eight years have sold California fruit, always at auction. We have grown up, so to speak, with the New York buyers, and we claim to understand the situation at this end of the line thoroughly.

Last May, in Sacramento, the desires of the gentlemen of this association were explained to us, and we were requested to "get together," with the other receivers here, in order to sell all the fruit on the West Shore wharf, notwithstanding our protest against the selection of that road made in Mr. Weinstock's office. On our return, for over a week, we endeavored to meet the views of the gentlemen, and at the end of that time we were informed by one of the prominent receivers here that he would insist that his fruit should always be sold first. We then arranged with the Erie Railway to bring our fruit to this city, and are very glad we did so, as things have turned out.

Mr. Weinstock came here about one month ago, and in this office, on two different afternoons, the representatives of each of the receivers met to discuss the future. Mr. Weinstock is imbued with the idea that the fruit shall be sold in one auction room, and several plans were discussed as to how this might be done, none of which met the approval of those present. What can be done in other cities must not be taken as being possible for New York, and he had pointed out to him very forcibly that New York is so immense in its dealings in all kinds of fruit, and there are so many auction sales going on at different hours in the day, that very serious consideration must be given to any change in the present system of selling. He was told that an average car could only be sold in twelve minutes, ergo, five carloads per hour can be disposed of in one auction room. He was told by every man present that eight years' experience had shown us that it was impossible to commence the sales at an earlier hour than 9 o'clock. He was told that if all the fruit was sold in one auction room next season, when we certainly must expect to have twenty carloads per day, and probably more, it would, therefore, take four hours to sell twenty carloads, five hours for twenty-five carloads, and so on. It was pointed out to him that the Sicily lemon sales commence at 11:30 o'clock, while the orange sales frequently commence at 11:30 o'clock; but, allowing 11:30 o'clock as the hour for commencing these most important sales, the man whose California fruit was offered in the single auction room after that time would find that all the best buyers had left the room.

Allowing about 900 carloads of California fruit here this season, to average altogether \$1,000 per car, that makes less than \$1,000,000 for the volume of California deciduous fruit in this market this season. As against this, place the lemon sales of \$4,000,000 to \$5,000,000, orange sales of \$2,000,000 to \$3,000,000, then bananas, pineapples, and other fruits in massive quantities, and you will see that very careful consideration must be given to the time when these other auctions take place in determining what shall be done with the California deciduous fruit.

This is an early morning business; the parties buying for out-of-town want to ship it to arrive the same evening, while the small buyers around the city want the fruit as early as possible in the day, and our buyers want it delivered to them at the earliest possible moment after the sale. It is our custom to commence the delivery of the fruit after the first half dozen lines have been sold, and we are quite safe in saying that all the dealers have been more pleased with the very early morning delivery from the Erie wharf.

With this, we hand you a statement, signed by almost every prominent buyer in this city who attends these sales, from which you will note, over their own signatures, that they will not remain to buy California fruit after 11:30 A. M. The time may come when this business will grow to such large proportions that this will have to be done, but it has not come yet.

We desire to call your attention to the fact that where disaster, low prices, and virtually slaughter were predicted if two auctions were carried on in New York, the fact remains that the sales in this city have given better results than in any city west of us. Mr. Weinstock asked us the question, after a very successful sale we had one day when he was here, whether we would not have had even better prices if the dealers who went to the West Shore had been on our wharf, and we told him, and truly, too, that we should not have had a cent more, simply because those dealers who went to the West Shore were partners, clerks, or other employés of the men on the wharf, who were the heads of the firms buying this fruit. It is not splitting the trade, because the heads of the firms come to our sale, while they send their clerks, brothers, or some one they can

depend upon to look after the fruit in the other room, and the results which we have obtained, we claim, prove this to be true.

We desire to say right here that we have supported the Erie Railroad because it has always given us good service, has always treated us well, has always paid any proper claim we have presented; and we also wish to emphatically deny the truth of a statement, which, we understand, has been made in California, that Sgobel & Day must have a "divvy" from the Erie, as they stood up so well for them. We have never had one dollar or one penny from them in any way, shape, or manner, nor from any one connected with them; and we are also glad to make a public statement of the fact that we have never received one dollar or one penny from any refrigerator line in any way, shape, or manner. Our hands are perfectly clean on this score.

Very respectfully yours,

SGOBEL & DAY.

MR. WEINSTOCK: I am very glad, indeed, that this convention should have an opportunity to hear from so able an advocate as Mr. Day. He is a gentleman of uncommon abilities, and knows how to present his ideas and his side of the case ably and well, and I think that when you have heard his views you have heard the strongest points that can be made by the opposition. Mr. Day's points, as I gather them from the letter read by Mr. Armstrong, are that higher prices are obtained on the Erie than on the West Shore, and that the consolidated auction room is not advisable in New York. Am I right, Mr. Armstrong?

MR. ARMSTRONG: Yes.

MR. WEINSTOCK: You will have noticed, Mr. Chairman and gentlemen, that in my paper I omitted all personal reference to the past and all references to the relative merits of the Erie and the West Shore piers. I deemed it a loss of time to dwell upon dead issues. But, since Mr. Day has seen fit to bring the matter up, I think it important that you should know both sides of the story. For my own information, as well as for the information of all concerned, when I was in New York in September last, I had a statement prepared, showing the prices realized on the Erie and on the West Shore piers—a comparative statement for the same kind of fruit. That statement was gone over and thoroughly verified. I placed a copy in the hands of Mr. Day, with a request that he, also, verify the figures, so that there could be no room for error. That statement has not been contradicted, and here it is:

New York Sales from August 12th to October 19th, inclusive.

	West Shore.			Erie.		
	Number of Packages.	Amount Realized.	Average Price per Package.	Number of Packages.	Amount Realized.	Average Price per Package.
Bartletts	26,431	\$54,430	\$2 06	17,272	\$32,714	\$1 88
Assorted Pears	1,442	2,653	1 84	1,867	2,813	1 50
Prunes	11,604	13,851	1 20	11,373	10,875	96
Plums	3,850	3,778	98	2,384	2,311	97
Peaches	31,489	26,198	83	38,238	31,999	83
Tokays, s. c.	44,583	4,335	1 11	40,194	46,589	1 13
Tokays, d. c.	7,648	15,718	2 06	6,217	14,103	2 27
Muscats	3,593	2,937	82	5,163	5,135	99
Assorted Grapes	3,483	3,581	1 03	6,061	4,635	76
	134,123	\$127,481	-----	128,769	\$151,174	-----

Total realized on Erie \$151,174 00

If sold at Union prices would have realized 158,197 00

Loss to Erie \$7,023 00

Or a little more than 5 per cent.

The above uncontradicted results show that the Erie sales did not realize on an average within 5 per cent of the prices realized on the West Shore pier.

As already stated, it was not my intention to bring this matter up, and I have done so now only because it was raised by the letter of Mr. Day. The grower, however, is not at this time specially interested in the question as to whether higher prices can be obtained on the Erie or on the West Shore piers. By the plan proposed, that of having an outside consolidated salesroom, it makes little difference whether the grower sees fit to ship over one road or the other, or over both. The question before us is: "Is a consolidated auction room in the City of New York desirable? If desirable, is it practical?" If Mr. Day, in his communication, is right, I am wrong. This convention should favor what is right, and condemn that which is wrong.

The prime reason offered by Mr. Day why one room is not desirable in New York is, that the sales must not be prolonged beyond 11:30 o'clock, at which time the buyers would like to go elsewhere. To begin with, Mr. Day made the statement that it takes twelve minutes to auction a carload of fruit. I have written to the two fruit auctioneers in Chicago, who are very busy men, to keep a detailed account of how long it took them to sell California fruit, and here are their replies:

UNION FRUIT AUCTION Co., }
CHICAGO, October 22, 1895. }

H. WEINSTOCK, Esq., *Sacramento, Cal.*:

DEAR SIR: I duly received your letters of the 5th and 16th of October, and have kept a record up to this morning, which I enclose in the hope that it will be of use to you.

October 10th, sold 7 cars in 45 minutes.
October 11th, sold 4 cars in 19 minutes.
October 14th, sold 13 cars in 80 minutes.
October 15th, sold 7 cars in 45 minutes.
October 16th, sold 4 cars in 25 minutes.
October 17th, sold 7 cars in 60 minutes.
October 18th, sold 4 cars in 25 minutes.
October 19th, sold 5 cars in 30 minutes.
October 21st, sold 8 cars in 45 minutes.
October 22d, sold 4 cars in 20 minutes.

Or 63 cars in 394 minutes, or an average, say, of 7 minutes to a car.

JOHN R. ADAMS.

CHICAGO, October 23, 1895.

MR. H. WEINSTOCK, *Sacramento, Cal.*:

DEAR SIR: Your favor of the 23d inst. duly to hand. I carefully note the reference to Mr. Earl and consolidated auction salesroom. Our average time, up to this writing, in October for selling California fruit at auction, has been seven minutes per car. This would not be a fair average, however, for the season. The fruit sold was principally straight cars of pears and grapes. Cars containing several varieties of fruit would take a little longer time to sell.

Very truly yours,

WM. LUSKE,
Merchants' Fruit Auction Co.

There is a marked difference between twelve minutes and seven minutes per car; but let us, however, take nine minutes as the average. We would then have a capacity, say, of about seven cars per hour, seventeen cars per morning; which is more than double the daily average of cars sold in New York this year. The question further arises, "Why not begin the sales at the same hour as in Chicago?" I wrote to Mr. Goodsell, one of the New York auctioneers, to see if it were not possible to begin the sales in New York at 8 o'clock. Mr. Goodsell writes:

Please note that the contention that a consolidation would prolong sales beyond 11 o'clock is simply childish, as, when all the fruit is brought into one salesroom, we can

start selling by 7 o'clock in the morning, or even at 6, if necessary. The hours of sale would be merely a matter of arrangement with the railroads, whereby the fruit could be delivered here at hours that we might desire. There is absolutely no ground for maintaining that the sale of California fruits can extend into or interfere with lemon sales, because we can, if we have twenty cars, start our sale of California fruit at an hour that will not interfere with other sales, which is possible if a consolidation is made. In fact, if a consolidation is effected anything that is desired by the California fruit producers can be carried out.

Mr. Doe, representing Porter Bros. Co., New York, writes as follows:

I do not believe that the lemon sales would affect the sales of California fruits, as (if we could consolidate) it would be found that the fruit would be disposed of much quicker than with the present system of fruit sales. Auctioneers would sell more rapidly and the buyers would understand and not hesitate and drag, as they do now. If they understood that the fruit was to be sold rapidly they would bid more rapidly, and with the enthusiasm that could be aroused in this way, better prices could oftentimes be obtained. I should certainly advocate having consolidated salesrooms.

I also wrote to the West Shore Railroad Company regarding the matter, and received in reply this answer:

WEST SHORE RAILROAD COMPANY, }
NEW YORK, October 25, 1895. }

I beg to say that the fruit now arrives at the Franklin-street pier in ample time for the auction to commence at 8 o'clock in the morning, instead of at 9, if you so desire. We would be very glad to have them commence at 8 o'clock, as the probabilities are that the fruit would be taken away an hour earlier than it is at present.

Yours truly,

PERCY R. TODD,
General Traffic Manager.

The next point Mr. Day makes in his statement is that you practically get the benefit of all the buyers in each auction room, because the buyers are represented in both auction rooms either in person or by proxy. That statement, however, is not true except to a very limited degree, as I will try to make plain by the following:

At the conference of the New York receivers held in that city at my request while there last September, Mr. Ruhlman, of Ruhlman & Co., who, with Mr. Day, opposes a consolidated salesroom, in addressing me on the situation spoke as follows: "You must not compare New York with any other city in the matter of handling the California fruit business. The conditions are very different here from Chicago and elsewhere." "In Chicago, for example," he went on to say, "the bulk of the fruit is bought by the jobbers, who sell to small dealers and hucksters, and who reship to many interior points. In New York the conditions are very different." Continuing, he said, "Here we must deal largely with the hucksters and peddlers themselves, who buy direct in the auction room. There are only a handful of jobbers and wholesalers here who deal in California fresh fruits." "Why?" I asked. "Because," he answered, "out-of-town shipments are limited, and from the fact that so many small dealers and peddlers buy in the auction room themselves, it does not pay many of the wholesalers to handle the stuff. And so," he said, "we have largely a different element to deal with here than they have, for example, in Chicago. In that city the fruit is mainly bought by wholesalers; here it is mainly bought by small dealers, peddlers, and hucksters." This statement, made by Mr. Ruhlman in the hearing of the conference, was not contradicted by Mr. Day nor by any one else present.

From my own observations I have every reason to believe the statement made by Mr. Ruhlman to be correct. Hence, Mr. Day is flatly in

error when he says that the buyers generally are represented in both New York auction rooms. Since the great majority of New York buyers being small dealers, peddlers, and hucksters, they have neither partners, clerks, nor other employés who can represent them in one room while they are in attendance at the other, thus making it plain that two sales going on in New York at the same hour must largely mean a division of buyers and a lessened competition among them, to the loss and injury of the grower.

QUESTION: Mr. Weinstock, will you please explain to us why Sgobel & Day are anxious to prevent a consolidated auction room?

MR. WEINSTOCK: I do not know. I presume they advocate the plan which they honestly believe is best.

Some gentlemen here are desirous of presenting their views against the consolidated auction room idea. They say the consolidated sales might take too long. The letters I have just read from experienced fruit auctioneers prove that the sales would not take too long; that if necessary, the sales could be begun an hour or two earlier in the morning; and even if the sales should be prolonged beyond 11:30 o'clock, the number of buyers affected are a very small proportion of those who buy California fruits; therefore, it would seem to me that the reasons presented against a consolidated auction room will not stand. The consolidated idea is worthy of at least a fair and impartial trial. We had an object-lesson of its value in Chicago this season. You will remember that up to the first of July we never before realized such satisfactory prices in Chicago as during the fore part of this season. During the middle of July the Merchants' Fruit Auction Company started as a Chicago opposition, and from that time on the buyers in Chicago were divided, and a killing of prices followed.

MR. MOTHERAL: I understand that from New York to Chicago they had a system of rebates from the railroads, and that it is really a railroad fight as far as New York is concerned, and that Mr. Day and his company refused to go into this combination, because they feared that it would make a point against them, because they understood that Mr. Earl and Mr. Porter were attempting to control the market for California fruits, as they wanted a closed auction for the purpose of selling to jobbers and retailers. What is the truth on that point?

MR. WEINSTOCK: The answer to that is this: On the one hand, it was charged that the reason why the West Shore terminal had been selected as a consolidated salesroom for New York was that Porter and Earl were interested and were getting a rebate from the West Shore.

QUESTION: If they got any rebate, did any of it ever reach the grower?

MR. WEINSTOCK: If they got any rebate, I don't think the fruit-growers got any of it. On the other hand, it was maintained that Sgobel & Day had a better proposition from the Erie, and took the first opportunity to withdraw from the West Shore and ship over the Erie, because there was more in it for them. I have done everything that is possible for any one person to do to find out if there is any truth in either of these charges. Speaking for myself, I don't believe that Messrs. Sgobel & Day have received a penny from the Erie Railroad Company for shipping over their line. Nor do I believe that either Mr. Earl or Mr. Porter has received a penny for shipping over the West Shore. I believe that when they voted in favor of the West Shore Company they voted in favor of what they believed to be the best road, and the proof

that they were right in their judgment lies in this: Sometimes delays in transit happen, and when they do, they are hurtful not only on the particular day on which the delay happens, but sometimes for many days that follow. If, for example, fruit should come in late Friday afternoon, it cannot be sold on that day, but must be carried over to Saturday. Saturday is the worst day in the week. Saturday's receipts must then be carried over till Monday. Monday thus opens with a glutted market, which generally demoralizes the sales for the remainder of the week. Now, it has happened quite frequently this season that there have been delays on the Erie; whereas, on the West Shore there were scarcely any, except during the first week or so in the season when they were breaking in to the work. However, the question at issue is not which of the two roads is better, nor which of the two roads is faster. The present idea is to permit shippers and growers to use either road. The only point, then, to consider is: Shall we have one salesroom, so that there may be, for the benefit of the grower, the fullest and freest competition among all the buyers?

MR. MOTHERAL: I would like to ask this question: If there had been any rebate system in favor of those large shippers, would you not have been likely to find it out?

MR. WEINSTOCK: I think it possible to have such a system without my finding it out.

MR. MOTHERAL: To illustrate: The railroad gets \$100 from Chicago to New York, and they have to give Earl and Porter \$25 out of that. Our people get worked up over such reports, and it has engendered bitterness. It is difficult for them in their demoralized condition to understand that hereafter things may change, notwithstanding what may have been done. Now, would we be better off under the closed auction or not?

MR. WEINSTOCK: I think that despite all my efforts the railroads could have allowed rebates without my finding it out. But as already explained, I do not believe rebates were given to any one, because of two things: First, because of a conversation I had with a certain shipper, whose name I will not mention, as it was told me in confidence. This gentleman said he was thoroughly familiar with the doings of the railroad people; he was always in their confidence, and if there had been any rebates this year he would have known it and would have gotten his share. I know that gentleman to be a thoroughly straightforward, truthful man. Another reason why I believe neither the West Shore nor the Erie gave rebates to any one, is because the Armour Packing Company, of Chicago, who do a very great business, and who are exceedingly large shippers—whose shipments from Chicago to New York are so great that the California fruit shipments fall into insignificance by comparison—tried to get some concession from the West Shore people on their shipments. The West Shore people absolutely refused to grant them a concession, and the Armour people swung their great business away from the West Shore Railway Company.

MR. MOTHERAL: I would like to ask, Mr. Weinstock, whether such a rebate would be a crime under the interstate commerce law, and if, in your judgment, the grower would not suffer more, supposing the crime to have been committed, to have one auction room than to have two of them?

MR. WEINSTOCK: As to the interstate commerce bill, I cannot state. My judgment is that the divided auction rooms in the City of New York

have cost the growers from 10 to 25 per cent on their New York sales. It would seem to me that if the West Shore was giving rebates, it would not be likely to refuse a rebate to the Armour Packing Company, and thus sacrifice the great volume of the Armour Company's business. It is for the reason that the plan of having a consolidated outside sales-room in New York leaves the field open to all shippers, growers, and railroads, that no room for fraud or for monopoly is left anywhere.

MR. MOTHERAL: It was said that Earl and Porter, and those interested in the consolidated auction in Chicago, had a closed auction, where hucksters and retailers were kept out, and that the sales were made wholly to jobbers, and that only a certain class of retailers were allowed to go to this auction.

MR. WEINSTOCK: That is a mistake. The very fact that the Union Auction Room, supported largely by Earl and Porter, insists on selling to everybody, is an answer to that. The jobbers and wholesalers in Chicago are averse to open, level competition, and, consequently, they demand that the hucksters and peddlers be excluded from the auction room. The wholesale dealers say: "If we can keep the small people out, we will have a chance to sell them their supplies." In past seasons the principal auction room in Chicago has been what is called a closed auction. This season the Chicago wholesalers came together, and said, "See here, Mr. Auctioneer, you can't sell to such and such people." And he said, "I am simply carrying out my instructions." "Well," they said, "we want you to drive those hucksters out." He refused; then they telegraphed to our association, demanding that the auction room be again made a closed auction. On our refusal to comply with their request, they established an opposition auction room, in which they proposed doing as they liked. When it was made plain, however, that the opposition auction room was started for the purpose of destroying the California Fruit Growers and Shippers' Association, it raised such a howl at this end that the opposition company realized they had gone too far, as they clearly understood that the closed auction was exceedingly unpopular in California. They then claimed that theirs was not a closed auction. When I was in Chicago I made it my business to take this matter up with the dealers on the street. I talked with one of them, an Italian. He did not know who I was. He said, however, "You come from California, don't you? I can always tell a Californian. He always looks at the brand." I said, "Where did you buy this fruit?" He said, "Why, at the Merchants' Auction House." I said, "Do they not also sell to retailers and peddlers in that auction house?" He said, "Not much; of course the peddlers cannot be kept out, but the auctioneer takes mighty good care not to see them when they bid." I think, however, this season's experience has not been a very satisfactory one to the Chicago wholesale houses. I think that many of the wholesalers in Chicago have simply cultivated a new opposition by building up many hucksters into formidable rivals, who probably would not have existed if the wholesalers had not acted in the manner in which they have, and I think the wholesalers have also found the attempt to establish a closed auction futile.

MR. ADAMS: How is it proposed to arrange the order of selling between the various auctioneers?

MR. WEINSTOCK: It will be done exactly as it is in the City of Philadelphia. There they have one railway terminal where all the fruit is

delivered, and the auction room is on the other side of the street. The auctioneers take turns. In that way they each get an even opportunity. In Liverpool and London, where the same idea is carried out, they limit each auctioneer to half an hour. A sells for half an hour, and when he is through, B steps up, and then A, and so on. In that way, there is an even chance all around.

MR. BLOCK: It looks to me, while I believe that Mr. Day means to be honest, there are some expressions in his letter which appear odd to me. He says there is more demand on the Erie, and that people go there to bid, while they send their employés to the West Shore. Now, 57 per cent of the fruit was shipped over the West Shore, and 43 per cent was sold on the Erie. Do you mean to say that I would go to the place where the least was sold, and send my employés to the place where the most was sold? Very strange. It beats my comprehension to know what we are going to do. In fact, our agents are of no use to us in this matter. I told our agent to do such and such a thing. You must tell your agents what you want them to do. That's the style. Let us quit cutting each other's throats. Let us stop taking the bread and butter out of the mouths of our neighbors. Too much is left to the agents. This thing is taking the bread out of my mouth as well as out of that of my neighbor. It is not what the agent wants to do, or not to do; it is what we want to do. The agent is our servant, and if he will not do what he is instructed to do, some one can be found who will do it. Now, gentlemen, let us find a way and decide what we are going to do. Another question: "Would it not be better for us to ship by the road which gives us the best returns?" Now, gentlemen, I am not prejudiced in favor of either the Erie or the West Shore, but the change to the West Shore has been a great benefit to us all. I have shipped fruit over the Erie road for the past eight years, and have got my fruit to New York in thirteen or fourteen days. Over the West Shore, this year, I get there sometimes in nine days, sometimes in ten days. That much we have accomplished by taking this road. The Erie road has never made a concession. I think the best way to settle this would be to appoint a committee from each side, and let them put their heads together and consider the question, and then let the grower decide what he wants.

MR. RUTTER, of Sacramento: We know, from the past history of the California Fruit Union, that when we wanted an agent at Chicago, Porter Bros. were selected to receive our goods, which I very much opposed at the time. On account of this there was a withdrawal of some of the leading shippers of California fruits. Now, we have got a good many California fruit shippers and growers. Any other name would have answered just as well, but they insisted on Porter Bros. We have got Porter Bros. & Co. and Earl & Co. in this institution. There are a great many exceptions taken on account of these two leading firms saying how our fruits shall be disposed of, and they have cinched us to their heart's content. Now, I am unpopular with them, but I say to the fruit-growers, it is time for us to start in and get up and say something, and say that we want to do this business in a business manner, and do it in our own jurisdiction. We can ship the fruit without these men. They are expensive luxuries, and this convention to-day should take steps for the purpose of overcoming these evils, as coming from intelligent men, and not have them say that they own us, or dictate as to how we shall dispose of our fruits. I do not acquiesce in the views of those leading

firms to have the right and the say pertaining to how these fruits shall be disposed of. If we knew our duty and acted accordingly, and did without these men, it would very nearly build us a line to Ogden by the sums they have taken at interest. They have left us stranded financially. Mr. Weinstock deserves a great deal of credit, but I will say, gentlemen, let us take action and do our own business in the future, and not let others do it for us.

QUESTION: How many directors are there in the California Fruit Growers and Shippers' Association?

MR. WEINSTOCK: Nine.

QUESTION: How many of these are commercial shippers?

MR. WEINSTOCK: Three.

MR. ZIMMERMAN: I have traveled over ten thousand miles during the past year in order that I might see what the future prospects of California fresh fruits might be. I went to every large city in the East to look into this auction business. The auction business, as conducted in many places, is a farce. There are other ways of selling our fruits. I found that where there is an auction room in smaller cities, like Minneapolis and St. Paul, that they frequently unite. In Chicago, where they make that business pay, the prices realized frequently did not pay the freight. I shipped one carload of plums that cost me nearly \$400 to market. I shipped another carload to St. Paul, and all I got out of it was \$24. While I was there they had a fall in prices. I found that ten cars were there at the same time as my own. Every section of the coast to Oregon and Washington is increasing its green fruit shipments in great quantities, and this fruit is coming into competition with California fruit. Many thousand acres of fruit trees have been planted in Southern California, and very soon, probably next summer, large quantities of fruit will be shipped from there to the Eastern markets. Now, gentlemen, that is going to be a large factor. The question is, "How are we going to combine?" We must look into it. I find that shipments of green fruit are increasing very rapidly, but there is a big competition all around us. I do not see any way to market this fruit, except, as has been said, to market it in one auction room in each of the larger or smaller cities, as the case may be, or in carload lots direct to the wholesaler, or else to some city which has an auction house; but this competition amongst auction houses is certainly a curse. Three years ago Mr. Goodsell came to California, and at the time I had a misunderstanding with Earl. He suggested to us that we ship directly to him. He said that, of course he would charge 7 per cent, which was the regular charge for selling. He said, "Ship direct to me, and I will receive the goods and sell them." This is to show you that there is no difference between those high-toned shippers.

PRESIDENT COOPER: Is it the desire of the convention that the resolutions shall go before the Committee on Resolutions?

MR. WEINSTOCK: I believe that the members of this convention are ready to vote on those resolutions now, so I move that a vote be taken on them without reference to the Committee on Resolutions.

Carried.

A vote on the resolutions was then taken, and they were adopted by unanimous vote.

PUBLISHING PROCEEDINGS.

MR. ADAMS: I move that we request the State Board of Horticulture to publish the proceedings of this afternoon in bulletin form.

MR. SPRAGUE: I move an amendment to that, that the discussions shall be published in country newspapers by means of "patent insides."

Adopted.

MR. SPRAGUE: I now move that a committee of three be appointed to take the matter in charge and devise means for this purpose.

Adopted.

PRESIDENT COOPER: I will appoint Mr. Sprague, V. S. McClatchy of Sacramento, and Mr. Plaisted of Solano.

RESOLUTION.

MR. FOWLER: I desire to offer the following resolution:

WHEREAS, A resolution was adopted unanimously at the Eighteenth Fruit Growers' Convention, providing for the formation and organization of commercial shippers, local associations, and individual growers shipping in carload lots, into a union to be known as the California Fruit Growers and Shippers' Association, to provide for (1) the establishment of a bureau of information to regulate the distribution of fresh fruit; (2) to establish one auction room in each city; (3) and to make such auction room open and free to all buyers; and whereas, such an association was formed and has earnestly endeavored to accomplish the results set forth in such resolution, and to remedy the grave evils that in the past have caused the shipping of fresh deciduous fruits to the markets of the East so unprofitable to the grower; and whereas, this convention, recognizing the zeal with which said labors were performed by said association, and the energy and time so freely given by the members thereof, for the benefit of the fruit industry of the State; therefore, be it

Resolved, That the fruit-growers of California in convention assembled, do hereby most heartily approve of the actions of said association in its endeavors to bring into existence conditions that would make the growing of fruit in this State a profitable industry, and we commend the zeal of its members and officers, and hereby pledge it our hearty and continued support.

The resolution was carried.

On motion, the convention adjourned to Wednesday morning.

PROCEEDINGS OF THE SECOND DAY.

WEDNESDAY, November 6, 1895.

The convention was called to order at 9:30 o'clock. President COOPER in the chair.

RESOLUTIONS.

MR. WEINSTOCK was allowed to introduce the following resolutions out of order:

WHEREAS, Resolutions having in view the perpetuation of the California Fruit Growers and Shippers' Association, the continuance of the bureau of information, and the establishment of one open and free auction salesroom in each Eastern auction point, have been adopted by this convention; and whereas, it being of great importance to the growers of this State that contentions such as existed during the past season shall cease, and that all interests shall unite for the common good; therefore, be it

Resolved, That the Chairman of this convention appoint a conference committee of seven members, who shall be chosen so as to represent all of the interests of the fresh deciduous fruit industry of this State; and be it

Resolved, That such committee shall meet at an early date, and shall request the attendance of all interested parties with the view of harmonizing such conflicting interests as may exist; and be it further

Resolved, That all commercial shippers, fruit-growers, and other persons be and are hereby respectfully requested to respond to any request of such committee for attendance, and lend to it their most earnest support and aid in its efforts to carry into effect the expressed wishes of the fruit-growers, as set forth in the resolutions adopted by this convention, in relation to the matter of establishing consolidated auction salesrooms, free to all buyers and auctioneers, at the various Eastern auction points.

DISCUSSION OF THE RESOLUTIONS AND MARKETING— CONTINUED.

MR. R. D. STEPHENS, of Sacramento: I regret very much my inability to have been here yesterday and participate in the deliberations of this convention. This is the first opportunity I have had to take part in any of its proceedings, and consequently I do not know what has been done; but in order to place myself well before the fruit-growers of this State the coming season, I desire now to enter my protest, so far as the preamble of these resolutions is concerned, and to say that I am not in harmony with them. I do not desire to be placed in the same position which some placed me in last season, by saying that through subsequent actions I violated the position I took on this floor a year ago. I consequently oppose the principles contained in the resolutions. I am opposed to anything that will have the tendency to concentrate the fruit industry of this great State in the hands of one or two individuals.

MR. COOPER: I am sorry that the subject has gone over from yesterday. It is only with the consent of the convention that the subject can be permitted to go on.

MR. BLOCK: I move that leave be granted to Mr. Stephens to address this meeting, and to give him anything he wants; the Secretary to read

in relation to what has passed. I want an expression from him regarding this matter, and if there is anything to be corrected let us do so, and I hope that Mr. Stephens will come in with us, and let us concur in anything that does not meet his views.

The motion to allow Mr. Stephens the privilege of the floor was carried.

MR. STEPHENS: I thank you very sincerely and kindly for the compliment you have paid me, and thank you very kindly for offering me the opportunity to address you. I regret very much that I was not able to have been here yesterday, and therefore it is unnecessary, and in fact it would be unbecoming on my part to argue this question over again except by common consent, for this convention has taken action against the side I represent. If permitted, however, and if it will not be regarded as presumptuous on my part, I will say that there are many things to be considered in connection with this matter; in fact, it is one of the most important questions that can be discussed by the people of this State. There is no question that is equal to it. It is the paramount question of all. We are here to discuss matters that shall be agreeable in disposing of the deciduous fruit product, rather than that of the citrus product. There is no territory on the face of the globe that is equal, in resources or ability to produce wealth, to the State of California. California possesses everything possessed by other countries, and in addition has the capability to produce fruits better than any other country; therefore, it follows that with the proper management of these resources there is no country that can produce as much wealth as California. The fruit-grower in the past has not, as I have been told on several occasions by Mr. Weinstock, received his fair proportion of the profits made from this interest, but, on the contrary, a few men have made all, and the grower sees, in many cases, that his property is passing away from him in consequence of the embarrassed financial condition in which he finds himself. The mortgages are growing larger instead of smaller, and it will not be long before many of our orchardists will have to leave their homes unless some remedy for the now existing evils be found. I am not able to talk on this question as I should like to. I thank the gentlemen who gave me the opportunity to enter my protest against the action of this convention. Now, sir, there is no person here, including myself, who would object to the words contained in those resolutions, but for the reason that last year, after the one auction plan had been adopted, it soon developed that the men who had made all the money for several years past were in absolute control of the organization. They controlled the action of the Executive Committee of the fruit-growers of this State. I am not willing to place my property interests wholly in the hands of one or two individuals, who would use it to suit their own purposes. That is always the case in every great organization. To concentrate the power to control any interest is virtually placing such power in the hands of one or two individuals, and the greater the interest the more certain it is that it will be controlled in the interest of the few to the detriment of the many. This is natural; this is human nature, and you cannot point to a single concentrated interest in the world that is not controlled by one or two men. For instance, look at the Standard Oil Company—a great paramount interest controlled by a few men. If we acted independently, if we acted as some of the growers on the American River did—appoint

our own agent to attend to our business—we would receive better prices for our goods and a fair return for our labor. Our prices on the Erie were better than the prices on the West Shore, and consequently we made more money than did our neighbors. I am willing to give, if you desire, the prices received by us and those received by our neighbors, which will prove that we did better, and have done better, than we would have done had we kept with the West Shore.

My object is to act independently the coming season, and I don't desire to be put in a position so that it can be claimed I have violated any agreement or acted improperly. There is but one way to save this interest, and that is by making ourselves independent of any organization that may be controlled by one or two individuals.

If the fruit-growers kept together, as some did on the American River, they would have made more money than they did in the past. We selected our own agent, who represented us faithfully and honestly, and therefore we made money. If you will eliminate from this organization men who have in the past controlled the fruit industry, you and the State will be benefited. As Colonel Weinstock ably showed—and I presume some of you gentlemen know he has labored well and faithfully for us in the past—he has proved that the growers have been deprived of their portion of the profits made out of fruit-growing in this State. He showed us how some have profited through the manner in which our products have been handled, and yet, in the next sentence he advised us to ship by the same line and place our interests in the hands of those gentlemen who have absorbed nearly all the profits made from this industry.

Now, I say that if the fruit-growers would declare their independence, if they would act for themselves, if they would select their own agents and be independent of the control of these gentlemen, who, by the way, are personally my friends, I say that then there might be some hope for them in the future. That would be one of the greatest things that could happen to the fruit-growers of this State.

If you will examine closely the record made by the Bureau of Information of shipments East you will see that in the last month or six weeks of these shipments car upon car was piled into the cities of New York and Boston on top of ours, while Philadelphia, Cleveland, Pittsburg, Buffalo, St. Louis, Milwaukee, and many other places were almost entirely bare of fruit. They piled into the City of New York forty or fifty carloads per week.

The object of those in control of the Fruit Growers and Shippers' Association in concentrating its shipments in the cities of New York and Boston is obvious, therefore not difficult to understand, for it had but one meaning, which was to glut these markets to the end that low prices might prevail, and thereby cause losses to the independent shippers; and yet our shipments brought good prices, and better than the shipments made through their association by growers of our locality. On one day, in the City of Boston, one firm sold four cars, and obtained only \$614 for one of them, and there was but one of the four that brought \$700. It does not take much calculation to show you how much the grower lost, for he was out not only his fruit, but also his labor and packages. I understand that one of the gentlemen, who is a power in the association, when he heard of the low prices received, said that he

was glad of it, because that was what he wanted to see. I understand he said that he knew more about the fruit business than we did, and thereby assumed that he was better qualified to manage our business affairs than we are. I only speak of these facts to show the methods that are being employed to crush out competition.

It is obvious that the object of those in control of the Fruit Growers and Shippers' Association is to compel all shipments to be consigned through them, and they nearly accomplished their purpose in the season just passed. The methods employed to accomplish their purpose were to use enough of the consigned fruit to glut the markets of the independent shippers and growers, which would necessarily entail loss to all consignees, but not to the shippers of the combine, for the reason that they would get their commissions from the shipments made through them. The effect of this, if carried to ultimate success, will be to drive out all buyers and thus deprive the grower of an opportunity to sell his fruit here, for no man outside of the combination would care to buy fruit, knowing that a sufficient quantity of consigned fruit would be dumped on top of his to insure loss. The scheme is prolific of ways in which profit will accrue to the combine. For instance, through the Bureau of Information there can be obtained a very correct idea as to what will be the condition of the Eastern markets a week or ten days in advance, thus giving an opportunity to buy from the growers here for a paying market in the East, and compelling them to consign to a losing market.

Now, as to the Bureau of Information: Is there not something peculiar about the way it works? It was given out that we should have this bureau, in order that every member of the organization should know the destination of the cars and of the fruit, that they might be guided; and yet, if we take these reports from that bureau, we see: So many cars to New York, so many to Chicago, so many to Boston, so many to Pittsburg, and down at the bottom we read: nine, ten, or eleven cars to "other points." Where are those "other points"? Nobody knows, excepting those who are controlling the association. Nobody knows where they go. I think I can tell you. In order to break down the "opposition," as they are pleased to term it, they went into localities from which they received no consignments and bought fruit, and those "other points" were places reserved for them. Those "other points" were their markets exclusively. Now you can see what a great benefit to the grower this "Bureau of Information" has proved to be.

MR. BLOCK: Have you received a communication from any one, requesting you to give him the prices you received?

MR. STEPHENS: I have received a communication from the Secretary of the State Board of Horticulture.

MR. BLOCK: I mean from the Secretary of the Fruit Growers and Shippers' Association, Mr. Maslin.

MR. STEPHENS: I have received the prices in many instances from shippers, but do not remember receiving any from anybody else.

MR. WEINSTOCK: In the early part of the season; some time in June?

MR. STEPHENS: I do not remember.

MR. BLOCK: Such a communication was sent out. Now, if you consider this as being in proper form, to give the Secretary information concerning prices, all right.

MR. STEPHENS: In reply to the gentleman I will say that I may have received a communication from the Secretary, Mr. Maslin, but do not

remember whether I did or not; but even if I did, I have to attend to my own individual business to a great degree, and that is why I am not prepared to speak on this question as I would like to.

Another thing that I realize we have to overcome in this matter, and which stands in the way of united action on the part of growers, is the matter of mortgages. There are many growers who are mortgaged all the way from \$500 to \$50,000. The men holding these mortgages demand and control the marketing of the crop. These mortgages guarantee payment of the debts of the growers, and deprive them of the right to control their property. This is one of the obstacles in the way of unity of action on the part of the growers. I am only telling you the difficulties in the way of independent action on the part of growers, because I do not wish to be accused of acting in bad faith. I propose, however, to take care of my family and property, and not turn it over to two or three individuals to manage for me. If their management during the past year, which was a season of good promise, has been so disastrous to many growers, what will it be in a year or two more, when the crop will be much larger? Many of the growers have lost money during the past year. Many have increased their mortgages. It is a very easy matter for them to sit down and figure out their losses when a telegram of the Eastern sales is received. How are the growers to be independent and form a union, when the shippers hold crop mortgages over them which compel them to ship with the mortgagee?

In my judgment, the grower has been hoodwinked all the way through. He was hoodwinked in the last convention, when emphasis was laid on the fact that we were to have a five-day fast train to Chicago. That was to be the panacea for all the evils of the fruit-growers of California. One of the greatest blows the fruit industry of California received was the putting on of that train. There was only one class that could be benefited by it, because it was in the interest of the large growers only, and the small growers would be cinched by it, because it ran only to Chicago. It would benefit the growers of this State, and would be a success, if such a train ran on to New York and Boston and gave us limited time; but to send it to Chicago and stop it there was one of the very worst things that could happen to the growers of this State, because those who controlled carload lots could take advantage of such a train. They could take out portions of cars, reload them, either into the ventilator or refrigerator, and send them on by fast train East, and thus would not be subject to refrigerator charges from California to Chicago, while the small grower could not do so. Did any one profit by it? If so, who? If good ventilator car service could be had to New York and other Eastern markets of equal distance, then the grower might get some advantage and some benefit from the ventilator car service, but not otherwise.

Now, let us see; there was something else. There was another great advantage to be gained, as Colonel Weinstock has told you.

MR. WEINSTOCK: The consolidated auction?

MR. STEPHENS: Yes, the consolidated auction. I would be in favor of the one auction system, and I think everybody would be, too, if it stood alone and was the only thing to pass upon. However, it is not, in my judgment, *the paramount question*. There are other things of more importance than this, and when the attempt is made to carry with it things far more destructive to the fruit-growing interests of California

than any possible good that can come from its adoption, I am against it. As soon as the "one auction" resolutions were passed one year ago and the growers had become committed to it through their votes in favor of it, a scheme was invented through which a few could be benefited. The "one auction" house was located in an inconvenient place. It was farther from the business center and more difficult for the buyers to deliver their purchases at their places of business. It also compelled those who desired to sell through the "one auction" to ship over a certain railroad from Chicago to New York in order to reach the "one auction" house. You could not reach that point by any other road. Now, in my judgment, Colonel Weinstock is a business man, and supposing that he was manager of the West Shore road and I had thirty or forty cars to ship daily, could I not go to him and say, "I like your road. You have the best road and can make better time and give better service than any other road, providing you make the proper arrangements to handle the business." As a business man, would he not make those changes? Would he not try to control that number of cars and come to some understanding about the shipping of those cars? Of course he would. I think it is not improbable that the shipping managers and the road have been able to come to an understanding by which better and additional facilities for shipping by that route were afforded.

Now, it is thrown out that this committee is appointed to reorganize on the basis of the preamble expressed in these resolutions. The preamble is where the meat is. Everybody is invited, of course. You will find that, by the time we get through, if these resolutions are passed, the same condition of things will exist next year as has existed this year.

Now, ladies and gentlemen, I do not propose to detain you any longer. I will say this in addition, that, as far as the City of New York is concerned, the prices received were not higher than they were in other places, notwithstanding the fact that within a radius of a few miles there are millions and millions of people. I do not know whether or not it is true, but presume it is, that there is more money for the dealers in New York in the fruits brought from foreign countries than there is in California fruits. Now, in comparing results, the West Shore handled less than 60 per cent—between 40 and 50 per cent—of the fruit hauled from California, and I think the Erie in the last month has handled more fruit than the West Shore, because they got higher prices.

MR. WEINSTOCK: From August 12th to October 19th, the gross sales averaged 5 per cent higher on the West Shore than on the Erie. I would state in this connection, Mr. Chairman, for the information of Mr. Stephens, but which might be of interest also to other members, that the figures are as follows: Bartlett pears on the West Shore averaged \$2 06; on the Erie, \$1 88 a package. Assorted pears averaged \$1 84 on the West Shore; \$1 50 on the Erie. Prunes, \$1 20 on the West Shore; 96 cents on the Erie. Plums, 98 cents on the West Shore; 97 cents on the Erie. Peaches, 83 cents on the West Shore; 83 cents on the Erie. Apricots, \$1 11 on the West Shore; \$1 15 on the Erie. The total averaged 5 per cent higher in favor of the West Shore.

A MEMBER: Mr. Stephens asserted this morning that he had sold more fruit and obtained higher prices on the Erie than on the West Shore. I suggest that the gentleman should give us his statement for the same period, and let us compare those two statements of each pier for the same period.

MR. STEPHENS: Now, Mr. Chairman, I was only making comparisons with the fruits shipped from my own locality, and I have not been able to supply them from the other side. Before this convention met, if I could have spared the time, I would have gone through the catalogues and compared the different sales and prices of each organization. I have some percentages that I can give in regard to that, but what the fruit of other sections brought I cannot give. Here is the West Shore: They sold 442 packages on the 22d of September, at an average of \$1 45. The Erie sold 391 packages, at an average of \$2 18. My fruit sometimes brought lower prices than that of others.

A MEMBER: Would not statistics embracing the entire season be more reliable to draw conclusions from—I mean the entire receipts.

MR. STEPHENS: I cannot give any of the outside points' shipments. The percentage of my fruit in each car was small. I would have sometimes from 25 to 400 packages. There might be 1,000, but there were probably 250. The balance would be from other growers. In some instances other growers got higher prices than I did.

A MEMBER: You have the reputation of getting better prices for your grapes than any other grower in California, and your shipments would hardly be a fair comparison.

MR. STEPHENS: If I had the time, I could show you that other growers fare as well, without taking into consideration my fruit at all. I will state right here in regard to prices, that while the gentleman raised the question as to higher prices on the West Shore than on the Erie, it did not bring enough to make \$3 63 on the West Shore equal to \$3 77 on the Erie, nor \$2 17 to \$2 40, nor \$2 14 to \$2 26. As I stated, I have no regular order to go by. I am of the opinion that the other side seems to be very anxious to make some explanation. Mr. Chairman, I will yield the floor to hear what they have to say.

MR. BLOCK: I take it for granted that you will allow that I am talking for the benefit of the fruit-growers of this State, and I hope my friends will give me some attention, and I will request my friend Mr. Stephens to give me his attention.

On behalf of the fruit-growers of this State; on behalf of the unfortunate neighbors of our friend, Mr. Stephens, who, he says, are mortgaged for from \$500 to \$50,000; on behalf of those poor families, Mr. President, I appeal to the gentleman to join us to furnish bread for every family that stands in need of it. He says that he has got to work from morning until dark, and that he has no time for anything else. I appeal to him not to re-organize, not to start a new organization, but to take my place in the California Fruit Growers and Shippers' Association as a director, and when he has taken my place that he will stay with us. I will stand aside, and will say nothing. He may say that two persons out of nine control that organization. I am satisfied that other gentlemen will step aside. Put your shoulder to the wheel and help us. Say a thing and do it. That's what we want. Suppose one finds fault. What satisfaction have you? There are fifty different colors to select from, and but one that will please you. Bring us that one. We can't stand this. Point out the faults, that's what we want. I like people who know what they want, and do it. Now let the gentleman speak on this. Why should we take the bread out of the mouths of our neighbors? Let us have confidence in each other, and I for one will let Mr. Stephens take my place, so that he can carry out his ideas, but don't find fault with us.

JUDGE AIKEN: I would suggest that, though there are some in favor of the preamble as presented, I do not deem it any part of the resolutions. That should be stricken out, as I contend that it is not any part of the resolutions; and, as it is nearly noon, I would suggest that we take a vote on the resolutions.

MR. STEPHENS: The preamble in Colonel Weinstock's resolutions foreshadows the substance, and if you will permit me, Mr. Chairman, I desire to reply to this gentleman by saying that everything he has said is true, with but few exceptions; but it is also true that the preamble foreshadows the sentiment covered by these resolutions, and that is why I take exceptions to it.

MR. WEINSTOCK: Might I ask Mr. Stephens to point out the part of the preamble he takes exception to? What part of the preamble does he object to?

MR. STEPHENS: As a juror or a judge, I do not desire to condemn myself, as I would do should I vote for this preamble. Can the gentleman understand?

MR. WEINSTOCK: I cannot.

MR. STEPHENS: Then I will explain further. It condemns the contentions of the past year, of which, in fact, I am a part.

MR. WEINSTOCK: With your permission, Mr. Chairman, let me say to you that I, also, was part of those contentions. Therefore, if you are condemned by these resolutions, so am I.

MR. STEPHENS: Now, Mr. Chairman, I desire to say that in all my experience in public debating, when debating any question, I have never evaded any request that I possessed the power to grant. Nor have I met any one so clever at not understanding what you mean by what you say when it is against his side of the question, nor one who can turn points about so well as my friend, Colonel Weinstock. However, I will again endeavor to make him understand the difference in the way the passage of these resolutions would bear upon us respectively, by explaining that if he raised no contentions, he is not responsible for any contentions that may have existed within the past year. That is why I desire to enter my protest against the passage of these resolutions, and to put myself on record before those assembled here and the whole State. I said last year that I was in favor of one auction room, but at that time I was not notified that that vote carried with it the surrender of all control of my property interests and my independence as a man and manager of my own private affairs, therefore I now protest. I would say to the gentleman that he is certainly mistaken, and ought to know it, whether he does or not. He represented the organization, and inaugurated no contention. I am opposed to the preamble, because I am not here to surrender my private interests.

Colonel Weinstock says to you, in that very pleasant way of his, that no person is deprived of his right to select his own receiver, his own auctioneer, or to manage his private interests. He tells us we are absolute masters of our actions, and that if the resolutions now pending are passed, and we abide by them, there will be no surrender of our rights or private interests, and that we will have the right to do this and that and the other thing, as we please. Now, let us see what the rights of the growers were under the similar resolutions passed at the convention one year ago. The arrangements made under those resolutions for the "one auction" in New York compelled those who patronized it to ship

over the West Shore, or go to the trouble and expense of trucking their fruit over several blocks of cobble pavement. If your agent refused to abandon his place of business and go to the West Shore pier to sell your fruit, you would have to dismiss him and transfer your business to the agent of the combine, and you would have to do the same regarding your auctioneer, and yet Colonel Weinstock tells us that there was no desire to deprive us of any of our rights or privileges to manage our business affairs in our own way.

MR. WEINSTOCK: No; I did not say that.

MR. STEPHENS: He says that you could select your own receiver, agent, and auctioneer, and manage your business in your own way; and yet, as a matter of fact, all who sold through the "one auction" shipped over the West Shore and sold through the agent and auctioneer of the combine. You could not sell at the "one auction" through Sgobel & Day, for they refused to abandon their place of business.

MR. WEINSTOCK: May I be permitted to ask if I understand the gentleman correctly? Do I understand you to say that Sgobel & Day would not be permitted to select their auctioneer and take another?

MR. STEPHENS: Just as I told you, he cannot make it out. [Laughter.] Sgobel & Day would have to take their auctioneer and go to the West Shore, the very thing that I have stated.

MR. SPRAGUE: We are extremely anxious to get to the meat of this discussion. Is Mr. Stephens to join us in favor of a consolidated auction room, as proposed in the resolutions? If he is not, it will enable us to regulate our future action.

MR. STEPHENS: I will say this for the benefit of all: That I am willing to do anything that will bring about a different condition of affairs from that of last year, provided that I do not have to surrender all my rights, as some have done in the past. I am not willing to condemn myself by voting in favor of these resolutions. I am willing to act with Colonel Weinstock and all of you. I am willing to do anything that will bring about a better condition of affairs than has existed in the past, but I am not willing to vote for these resolutions and thereby pledge myself to be bound by resolutions similar to ones passed one year ago. Act together and report some plan that will not demand the surrender of our rights. I will be with you heart and soul for such purposes, but I cannot condemn myself by voting for these resolutions as they now stand.

MR. WEINSTOCK: It is not my purpose, in presenting these resolutions, to reflect upon any one. Mr. Stephens states that he is in favor of the resolutions, but that he is opposed to the preamble. With your permission, I will very cheerfully withdraw that part of the resolutions which is not agreeable to Mr. Stephens.

MR. STEPHENS: If the gentlemen will also consent to the elimination of part of the last paragraph, relating to the matter of establishing auction rooms, I don't know but what I will vote for the resolutions, but I don't want to be held down to any arrangements as were made last season.

MR. WEINSTOCK: I shall not object to withdrawing the part that Mr. Stephens objects to.

The resolutions in their amended form were read, as follows:

Resolved, That the Chairman of this convention appoint a conference committee of seven members, who shall be chosen so as to represent all of the interests of the fresh deciduous fruit industry of this State; and be it

Resolved, That such committee shall meet at an early date, and shall request the attendance of all interested parties with the view of harmonizing such conflicting interests as may exist; and be it

Resolved, That all commercial shippers, fruit-growers, and other persons be and are hereby respectfully requested to respond to any request of such committee for attendance, and lend to it their most earnest support.

The resolutions were then adopted by a unanimous vote.

APPOINTMENT OF COMMITTEE.

President Cooper named the following as the committee provided for in the resolutions: H. Weinstock, of Sacramento; Joseph Martin, of the California Green and Dried Fruit Company; H. A. Fairbanks, of the National Fruit Association; Wm. Johnston, of Courtland; A. T. Hatch, of Suisun; R. D. Stephens, of Sacramento; and Frank H. Buck, of Vacaville.

DISCUSSION ON MARKETING—RESUMED.

MR. WEINSTOCK: I wish to take the floor to reply to some of the statements made by Mr. Stephens. I am frank to confess that Mr. Stephens' position is not clear to me. I do not know what he wants. He has said that he is in favor of the one auction room. Then he has gone back and dwelt upon the conditions of the season just closed, but he does not, in any way, show us how mistakes, which he holds were made, might be avoided, and how a betterment might be brought about. He simply says he is not in sympathy with some of the things as conducted last year, and further says, "I am in favor of one auction room," and that is practically all he said. He has said that these resolutions are in the direction of repeating the conditions of the past. There is where he is wrong. The purpose of these resolutions is to avoid the repetition of any errors which may have been made last year. Mr. Stephens has touched upon certain points that are a reviewal of the conditions of the past, and which, in the manner he has stated them, cast a reflection on the managers of the California Fruit Growers and Shippers' Association, and I cannot allow them to go uncontradicted. For the information of the growers assembled here to-day, and in order to correct certain mistaken notions, and in order to contradict the statements which Mr. Stephens has made, I shall beg of you to permit me to reply to the points made by Mr. Stephens. The first point that Mr. Stephens made was that the California Fruit Growers and Shippers' Association in 1895 was absolutely under the control of Messrs. Earl and Porter, and that he, for one, was not prepared to place his business under their control. I do not like to charge Mr. Stephens with insincerity. He and I have been friends for many years, and I have a high regard for him, but I must say that when he states that it would compel him to place his business under their control, he knows better, because he knows it to be a fact that every member of the association reserves the right to select his own receiver and his own auctioneer. The grower who joins the association gives up none of his rights; he unquestionably retains the privilege of selecting his own receiver and his own auctioneer. Mr. Stephens knows that it is impossible for Mr. Earl or Mr. Porter to have things their own way. He knows he could select Brown & Secomb,

Goodsell, Jones, or Smith, or any one else to sell his fruit. He knows that he could select the men who are acceptable to him. He could go East himself, if he choose, and select his own receivers, either in New York or elsewhere. Nor could any one say to him what he should ship, where he shall ship, or how much he shall ship. He would have the widest possible latitude, as a member, in all these things. So that when Mr. Stephens makes the statement that by becoming a member of the association he would come under the control of Mr. Earl or Mr. Porter, I think that Mr. Stephens knows that this is not so.

As to the relative merits of the Erie and West Shore piers, that question cuts no figure. In this discussion it is of no interest to us which of the two piers is the more desirable. There was no inclination on my part to bring up the relative merits of the two piers until yesterday, when Mr. Day brought the question before the convention; and for that reason only did I, in response, present the statement of results. By the statement I read here yesterday, copies of which (while in New York recently) I placed in the hands of Mr. Day and the other Erie receivers, who doubtless have since gone over them carefully, it is shown that while the Erie averaged about 2 per cent higher on single crates of grapes, and 9 per cent higher on double crates, yet, despite that fact, the West Shore, on the whole, still averaged for all fruits 5 per cent higher for the season.

I was present in New York in September last when some of Mr. Stephens' grapes were sold. They realized \$1 more per crate than did those of his neighbors. So far as I could judge, it was not easy to see wherein the difference lay to justify the increase in price. Along came a fruit man who had bought some of Mr. Stephens' grapes. The question was asked, "Why do you pay \$1 more for Mr. Stephens' grapes?" And the answer was, "Because the people want his fruit and will pay the difference in price, for the reason that they know they can depend on it." It must be evident that Mr. Stephens puts brains and conscience into his grapes. You can therefore also easily understand that whichever pier gets Mr. Stephens' grapes will naturally show the higher average for that kind of fruit. This largely explains the higher average realized on the Erie pier for grapes.

Under the resolutions which were adopted here yesterday, every grower has the privilege of choosing either road, and can use his own judgment; hence, it is wisdom for us to select whichever of the two piers shows the better result. There is nothing in the resolutions adopted yesterday compelling Mr. Stephens to ship over the West Shore nor compelling me to ship over the Erie.

The next point which Mr. Stephens raises, and which should not be allowed to go uncontradicted, is that certain persons had purposely sent great quantities of fruit to New York, in order to break the market. The inference from his statement was that those persons are members of the California Fruit Growers and Shippers' Association. You will remember that in my address yesterday I made use of the following statement: "Not least among the disappointed California growers this season are the raisers of Tokay grapes, who had looked forward to a highly profitable market for their product. It is true that the early September rains materially injured the shipping value of their grapes, but it is also true that the rival shipping elements, in their endeavor to make a good showing of fruit on their respective terminals, in order to induce the largest

number of buyers to attend their sales, strained every point to ship abundant supplies, regardless of what the other faction might be sending to the same point; so that the principal markets were kept overloaded, while perhaps some of the minor points were kept bare. Nor was this the result of ignorance, which might have been pleaded in former years. The daily 'bulletin' showed plainly what was on the way to the various markets, and when larger quantities than the conditions justified were shipped to important points, it was done knowingly and to the injury of all concerned. With a consolidated salesroom established, there would be no need of straining to have the largest showing of fruit, in order to capture the largest attendance of buyers at any particular pier. The receiver with but one carload of fruit to offer would, in common with his rival having several carloads, get the benefit of all the bids of all the buyers, who would be brought together on one spot."

Now, while it is true that there was a glutting of fruits in the market of New York on the part of both sides, it was done by both sides in the existing controversy, evidently for the purpose of having at their respective piers the best assortments in order to attract the largest number of buyers. I had not intended to bring this matter up, but Mr. Stephens has forced it, and since Mr. Stephens has forced the issue, his side must bear the consequence, made plain by the following statement: From Mr. Day's own letter, which was read here yesterday, according to his own statement we see that the Association people shipped less to New York than in former years, while he and his associates rushed their fruits more than ever into the New York market. Hence, who is to blame for the glutting of the New York market?

The next point that Mr. Stephens raised was his criticism of the daily bulletins. He said the daily bulletins were defective, and he believed they were made so purposely, because, among other things, they recorded so many cars to Chicago, New York, Minneapolis, etc., and at the bottom so many cars to "other points." "Now," he says, "what does that mean? There is something mysterious about this. Those 'other points' are used simply to protect somebody." It may be of interest to you gentlemen to know the history of that part of his objection. You may remember that in the early part of this season Thacker Bros. refused to come into the association. The railroad company gave us the full facts concerning all shipments, and we got our information for the daily bulletin in a reliable and correct manner. We had not been mailing these bulletins very long, however, before we received a communication from the railroad people, saying that Thacker Bros. objected to having information concerning their shipments given to our association. I therefore called on Mr. Thacker and asked him about it. He said, "We object to having the railroad company give you information, because the members of your association are getting information about our shipments, and we are not getting information about theirs. Besides, we do not want to give you information, because we sell a great deal of fruit to small Eastern points f. o. b. California, therefore it is against our interest that the points of destination of our shipments shall be known." I said, "That's a strong point; I shall look into it further." I then went to Mr. Fairbanks, of the National Fruit Association, who practically made the same statement. To him I also said, "If you will become a member you will get all the information at our command." He replied, "We cannot become members, on account of the present New York

trouble." I then went to the gentleman representing Pattee & Lett, and he raised the same points. Finally, at a conference at which these non-members were present, I suggested that all the information concerning shipments should be given us in full by non-members, and that in return we should, as a matter of compliment, furnish them the daily bulletin. The matter was thoroughly gone over further, and every one present admitted that it would be unwise to make conditions which might injure the chances of selling for cash in California to dealers in smaller Eastern points; and so it was agreed that the destination of shipments to small Eastern points should not be mentioned in the bulletin, especially when it was found that there were not over five or six cars of such a day, and that it would answer just as well if those small points were omitted and bulked together. Thus, at the request of the non-members composing the opposition, and without any protest on the part of the members of the Association, it was agreed that we should follow that plan, and bulk the petty shipments under the head of "other points," with the understanding that the non-members should withdraw their instructions to the railroad and permit the railway authorities to furnish full information concerning all shipments; and in that way the bulletin was made possible. So, if any fault is to be found with the bulletin for omitting the shipments to minor markets, the responsibility rests with the opposition and not with the Association members.

The next point that Mr. Stephens raises is this: "We want to be independent; we want competition." I agree with him perfectly. We want to be independent and we want competition; but I find in my own experience that many men do not really know what competition means. If, by independence, Mr. Stephens means that the growers ought to act for themselves, that is the best thing for them to do if they have the experience and the intelligence to handle their products themselves. There is no question, however, but that there are many growers who, on account of money due to shippers, are not, and cannot be, independent, and many, also, who lack the energy and experience in marketing their fruit, which they must have in order to succeed. We want competition, also. But the kind of competition we want is the competition that will enable us to sell the most fruit to the most buyers at the best prices. The kind of competition to avoid is that of having two auction houses where one would suffice. The kind of competition which seems to me a poor kind of competition for the grower, is to have two salesrooms in New York where growers are continually competing against themselves. If Mr. Stephens is sincere, and if he is in favor of one auction room and is willing to give it a fair trial, to be consistent he must support these resolutions. He wants one auction room, and yet is not in favor of the resolutions, which have for their end the establishing of a consolidated auction room. Now, he cannot possibly raise the point that by these resolutions there is a chance for monopoly. That becomes an impossibility. There can be no monopoly of fruit transportation under the resolutions already adopted, because the grower can ship either over the Erie or over the West Shore. There can be no monopoly on the part of the auctioneers, because the growers and shippers reserve the right to select any auctioneer or any receiver they may desire.

THE EXPEDITED VENTILATOR SERVICE.

Essay by WM. B. GESTER, of Newcastle.

The depressed condition of the California fruit industry at the close of the season of 1894, and the deep concern and marked distress of the fruit producers of the State, were evident and undoubted. It was manifest that a change of conditions must be brought about, or the industry suffer at least partial ruin.

The fruit-growers' convention of a year ago found this very serious matter thrust upon it, and an unusually large proportion of its time was spent in discussing methods by which the expense of production and marketing might be reduced and selling prices maintained. It was the honest and earnestly expressed conviction of the mass of the delegates assembled, that at no point in the process of expense-cutting was there a fairer or more reasonable opportunity for the use of the knife than in the very large proportionate item of transportation. The consequent organization of the Transportation Committee; its careful, conservative, conscientious work; its discussion with the agents of the railroad company, and the result of its labors and appeals, are a part of the history of the California fruit industry.

The railway company acknowledged recognition of the distress of the fruit-grower, and its contribution to the alleviation of said distress was the proposition to establish the expedited ventilator service, by which service trains of ventilator fruit cars were to be dispatched regularly on a scheduled running time, between Sacramento and Chicago, of 120 hours. This was not the boon most earnestly prayed for by the fruit-growers of the State, but there seemed possible benefit in it; it behooved not beggars to be choosers, and we were, and are, thankful for the benefits we have derived from this offering of the railroad toward the solution of the problem of cheaper transportation for California fruit. That these benefits have not been greater than they have should not serve as a cloud to darken the good intention of the donors, nor yet should the disinclination to look a gift horse in the mouth deter us from examining as well as may be this particular gift. It is well for us, after our experience with the expedited ventilator service during the past season, to measure its worth, to draw some conclusions as to its possibilities, its limitations, its value.

This paper can do little more in the matter than to open the discussion by giving in a condensed way the result of some personal observation, some few facts derived from official sources, and the opinions upon some points of a few of the prominent growers and shippers in the State, leaving it to the large number of interested fruit men here present to bring up points untouched, and to elaborate those points in the paper not dwelt upon with sufficient emphasis or clearness.

The first trains of the expedited service were dispatched, according to due notice given by the railroad company, on June 5th.

Some of the advantages to be derived from the new service were immediately apparent. Shippers of ventilator cars to Montana and Colorado points found their shipments going to Ogden in most excellent time, insuring much quicker delivery to destination than had been vouchsafed them under the ordinary freight schedule.

Offerings of fruit in ventilator cars for through shipment, however, were found to be very small—much smaller than had been hoped and expected—so small that trains could not be made up. Irregularity of service was necessarily the result.

The total shipments of deciduous fruits to Eastern markets to date, in round numbers	4,550.
The total shipments of deciduous fruits in refrigerators.....	4,385=96 per cent.
The total shipments of deciduous fruits in ventilators....	165= 4 per cent.

I have a letter from the manager of a very large shipping concern, in which he bitterly complains that the expedited service was so irregular that he could not depend upon it—that the notice given him of the occasional trains was too short to be of use, and expressing regret and disgust with the affair as managed during the season of '95.

The railroad claims, apparently with truth, that it was not only willing, but also anxious to make the service regular, but that the shippers did not furnish a sufficient number of ventilator loads every day to make it possible.

If this statement be true, and I find no reason to doubt it, then the onus of the comparative failure of the service falls upon the shippers throughout the State. The conclusion is inevitable: They did not want the expedited service bad enough to get it. But no one will gainsay the assertion that a five-day ventilator service between Sacramento and Chicago is an improvement on a seven-day or a nine-day service.

What is there, then, in existing conditions of market and the fruit trade, or inherent in the expedited ventilator plan, that has kept it from reaching the plane of usefulness and success hoped for it by its originators?

The shippers throughout the State certainly had no prejudice against the service. If they did not use it, was it because they found it paid them better to do otherwise? Was it because carloads of fruit per ventilator, reported as arriving in first-class condition, sold upon arrival for so much less than was received for similar varieties, arriving upon the same day per refrigerator, that the saving in the non-use of refrigeration was more than offset—the refrigerated fruit netting more to the grower?

The statement in affirmation of this question has been frequently made, with the additional information, that the buyers at the other end, especially jobbers, who bought to reship, felt safer to pay the larger price for the iced stock.

If this condition of affairs has been any way nearly universal, then until it can be clearly demonstrated that the buyer's conclusions are unfounded and erroneous, a very serious limitation of the use and consequent value of the service is apparent. But opinions upon this subject, among shippers vary widely, I find, and there are those well qualified to judge, who claim that much of the fruit that is shipped under refrigeration can, with proper ventilated service, be sent forward in the latter manner with advantage to the producer.

The aim of the projectors of the expedited ventilator service was and is a very laudable one, in that they seek to bring about a reduction in the cost of placing fruit upon the Eastern market, as compared with the cost of refrigerated transportation. The great bulk of the work being done at present according to the latter method, it seems impossible to

discuss the expedited ventilated service without making comparisons between the two systems, and really the question resolves itself into a choice between them.

In instituting a comparison of the advantages and disadvantages of the two systems we will note briefly—

First—That for the transportation of some classes of fruits (the earlier and more delicate varieties), the refrigerator system only is available for through shipments.

Second—That for extra long shipments, and for diversions, the advantage lies with the refrigerator.

To explain: With most varieties of fruit it is unsafe to risk a much longer trip in a ventilator car than five days—the minimum limit of the schedule to Chicago. The service provides but one train per day, and a delay of a short time only—such delays as are unavoidable and frequent in railroad work (from track and train accidents)—may compel the holding of a car for twenty-four hours, *i. e.*, until next expedited train time—making the risk of billing beyond Chicago somewhat hazardous, except for extra hardy fruit or during exceptionally favorable weather. For the same reason, the inadvisability of trusting ordinary fruit in ventilators beyond a certain time limit, will prompt the making of what diversions seem necessary to be made in the territory west of Chicago. Here a difficulty has been pointed out. I copy from a letter written not long ago upon this subject by a fruit-shipper of long and extensive experience. He says, "Your ventilator is billed to Chicago, and you are watching that market for its arrival. To-day you receive information that the Chicago fruit market is demoralized. Therefore, you must divert. The car once off the Southern Pacific lines, the matter of diversion must be taken up with the connecting line, and ten chances to one, when you finally succeed in getting a report, it is to the effect that the train has passed Council Bluffs and it is too late to accomplish a desirable diversion, the markets surrounding Chicago being in sympathetic condition on account of quotations sent out by brokers throughout the entire territory. You will take, then, the Chicago price for ventilated fruit in a broken market or run your chances of going further and faring better or worse, with the continually increasing risk of deterioration in the quality of your fruit in that ventilated car. Now had your fruit been properly loaded in a refrigerator car you would have been fixed to stand ordinary delays in transit, and you would also have been in shape to have diverted your car wherever you might have caught it, and to have sent it as far east or across country north or south as you might have chosen."

This, of course, is a hypothetical case, but shippers know how frequently each of the mentioned suppositions will happen during a season.

The great strike in 1893 demonstrated the advantage of refrigeration. Suppose the delayed cars all along the line had been ventilators. It is true that such a protracted delay to fruit in transit may not occur again for many years, but the fact of the saving and selling of so large a proportion of the long delayed fruit at that time, furnishes a very conclusive argument in favor of refrigeration in cases of delay, whether great or small. Trifling hitches in time occur frequently, and in the aggregate would constitute a grave danger to fruit, were it not insured by refrigeration.

Third—Another fact showing further limitation in the possible use of the ventilator service, be it expedited ever so much, is the impossibility of using it as refrigerators are frequently used, in shipments to smaller markets, where the receiver ices the car on arrival, uses it as a cold-storage warehouse, and quite frequently takes five or six days to sell the contents. There are Eastern dealers who sell right from the car on the track, and only remove fruit as they want it. Ventilators for these people would be useless. But for the refrigeration, they could not take fruit in car lots at all.

Fourth—At this end of the line a corresponding disadvantage exists against the ventilators in the inability to safely use them in the collection of part-car shipments from small stations.

Fifth—One more, and a very serious, disadvantage which the shipper in ventilators to far Eastern points must accept and make the best of, is that his fruit cannot be left on the tree to so fully mature, to sweeten, to acquire size, flavor, and color, as it may be if forwarded under refrigeration, and his prices must undoubtedly vary accordingly, for it is the size and beauty of our fruits that sell them.

So much for limitations in the possible use of the system. In spite of them all, there is a field for the ventilator, a possible use for the expedited service that will warrant its continuance, and result in profit to the grower and shipper.

Primarily in its favor is the great desideratum—economy. Were it possible to permanently transform the present cost of refrigeration (say, \$100 per car) into net profit to the producer, the grower, or rather the fresh-fruit industry, of the State of California would be simultaneously transformed—into a paying business.

It must be borne in mind that throughout a large portion of the State the Bartlett pear crop of 1895 was a comparative failure. In ordinary years a large portion of this crop will reach markets in ventilator cars. During the season just closed some shippers found their car orders for mixed fruits curtailed, because of their inability to supply the required proportion of Bartletts. Peaches and other fruits that would ordinarily have gone into these mixed cars were, perforce, obliged to reach other markets under refrigeration.

With the impetus given to ventilator loading by the necessity of their use for the Bartlett crop next year, the railroad company will undoubtedly be warranted in making the service comparatively regular. This regularity will undoubtedly in its turn tend to widen its popularity and use. Regarding the possibility of a full crop of pears throughout the State and its bearing on this subject, I quote the opinion of one of the largest, oldest, and most experienced fruit-shipping firms on the Pacific Coast. They say: "We are firmly convinced that with a full crop of Bartlett pears throughout the State, unless these pears can be transported to the extreme Eastern markets in ventilator cars, on expedited time and at a low rate of freight, no revenue will be derived for the shipper, for with a full crop of Bartlett pears in the State, if the growers and shippers are obliged to pay the present freight rate, and in addition to such rate refrigerator charges also, the fruit will not sell for enough to cover the charges of freight and refrigeration.

"The above has been fully demonstrated this season when we have had but a light crop of Bartletts; and with a full crop of Bartletts in this State, unless the canners take a large quantity of the fruit, I see no help for

the growers or shippers of these pears unless the product can be laid down and disposed of to the Eastern markets at very low prices, and this, you know, cannot be done if the growers and shippers are obliged to pay the present freight rate and the present refrigerator charges on Bartlett pears."

They further say: "We honestly believe that the expedited ventilator service will be largely used next season, if we have a full crop of fruit in this State, providing the transportation companies will give the time promised, and we feel sure they will do so."

A careful consideration of the subject seems to lead to two or three simple conclusions:

First Conclusion.—That the refrigerator system of shipping fresh fruit has a field all its own, which may be encroached upon only at hazardous risk to the grower and shipper—

First—In the shipment of delicate fruits and those which have been permitted, for the sake of size and color, to mature on the trees;

Second—In the shipment of fruits, other than pears, to long-distance markets;

Third—In shipments which may require diversion, or a holding for better market conditions;

Fourth—In shipments to small markets, where fruit is held in car an indefinite time, until sold—where the car is made a cold-storage warehouse;

Fifth—In shipments made up of part-car lots, collected at different points at this end.

Second Conclusion.—That for shipments of ordinary fruits to Montana, Colorado, and other near points; and with fair fortune in the matter of weather and delay, even to Chicago; and for shipments of pears and other hardy fruits to all the markets, there is a wide field for the expedited ventilator service—certainly enough to warrant a desire on the part of the grower and shipper for its continuance.

Then this *generalization*: That the refrigerator is expensive and safe, although not required for short hauls and extra-hardy fruits; and that the expedited ventilator is cheap, but risky on account of possible delays and hot weather, except for short hauls and hardy fruits.

FRUIT STATISTICS AND SHIPMENTS.

Essay by B. N. ROWLEY, of San Francisco.

Mr. President and Members of the Convention: Statistical compilations are not generally sought after by the masses, but figures are useful factors, and, when properly studied by those interested in results, become entertaining as well as instructive. Fruit-growers and fruit-shippers should study the figures that represent the growth and condition of the fruit industry in California. We will endeavor to cover the ground as fully as possible in the brief time allowed by the rules of the convention. We will first review our

Fresh Deciduous Fruits.—The shipping season of 1895 was opened on the 8th of May by the shipment of a car of cherries from Penryn and one from Vacaville. Shipments by express were made on April 17th. Auction sales commenced in Chicago by the sale of cherries on May 13th.

In April the refrigerator car companies commenced to revise their rates, and early in May announced their tariff, showing material reductions from the rates of 1894. The reductions ranged from \$35 to \$50 per car. As you are all familiar with the charges for refrigeration on fresh fruit, we will not occupy your time with them.

From the reports we are receiving from fruit-growers in all parts of the State, we are led to believe that a very general opinion prevails that refrigeration charges are still too high. We have not given the subject of refrigeration of fruit in transit as much consideration as its importance deserves, but in general conversation with the managers of the refrigerator car companies, we have been informed that the season of 1895 has not proven a profitable one; hence, we doubt if the season of 1896 will bring with it any reduction in refrigeration charges. It is very generally conceded by fruit-shippers that the railway companies and refrigerator car companies rendered superior service during the season of 1895. In the matter of time in transit there is room for further improvement.

Fruit-growers are looking for a lower freight rate, but from what we have been able to learn there is no prospect of an immediate reduction in overland rates on fresh fruits. The present rate of \$300 a car of 24,000 pounds to Chicago, distance and character of service considered, is regarded by railroad men the most reasonable rate enjoyed by any class of fruit producers. California producers are unfortunate in being so remotely situated from the large consuming centers. The material reductions made in local freights in May have been of considerable assistance to fruit-shippers.

In the matter of distributing our fruits, we find by reference to the daily reports of the California Fruit Growers and Shippers' Association that, since June 1st, car lots were forwarded to twenty-four cities, as follows:

Distribution of Shipments.

	Cars.		Cars.
Chicago.....	1,473	Cincinnati.....	15
New York.....	862	Buffalo.....	15
Boston.....	279	Sioux City.....	4
Omaha.....	176	Indianapolis.....	3
Denver.....	148	Helena.....	2
Minneapolis.....	124	Butte.....	1
St. Paul.....	109	St. Joseph.....	1
Kansas City.....	91	Burlington.....	1
Philadelphia.....	82	Points not named.....	564
St. Louis.....	78	London, England.....	42
New Orleans.....	75		
Montreal.....	44	Total cars.....	4,323
Milwaukee.....	42	Shipped in May.....	112
Baltimore.....	37		
Cleveland.....	29	Total.....	4,435
Pittsburg.....	26		

Shipments by months were as follows:

May.....	112 cars (to unknown points).
June.....	447 cars.
July.....	1,117 cars.
August.....	1,290 cars.
September.....	1,025 cars.
October.....	444 cars.
	4,435 cars.

We find a total of 676 cars of fruit shipped and sold in cities and towns not designated, or, in other words, points unknown to any one but the shipper. That quantity of fruit would naturally cover quite a large territory. By reference to the United States census of 1890, we find the population of cities and towns classified, as follows: Sixteen cities with over 200,000; 44 cities with over 100,000; 63 cities with over 60,000; 92 cities with over 40,000, and upwards of 200 cities with a population of over 30,000 each. There must have been quite a number of cars diverted en route, which accounts for the discrepancy between the number of cars billed and the number sold at auction in these cities. The total number of cars of fresh deciduous fruit reported sold at auction in Chicago this season, to November 1st, is 1,235. Of this amount, 1,013 cars were sold in the Union Fruit Auction Rooms, and 222 cars in the Merchants' Fruit Auction Rooms. Sales by the Union Fruit Auction Company up to and including October 22d were 985 cars, of which 46 were ventilator and 939 refrigerator cars. The total gross receipts from the 985 cars were \$908,331 31, or an average of \$922 17 per car. The freight on a car of fresh fruit from Sacramento to Chicago is \$300, and the refrigeration charge \$90, making a total of \$390 per car. Thus, we find that \$380,010 was paid for freight and refrigeration on the 985 cars shipped to Chicago, or over one third of the gross receipts. Sales at auction in New York to October 26th were 928 cars, of which 534 were sold by the E. L. Goodsell Company on the West Shore dock, and 394 by Brown & Secomb, auctioneers on the Erie dock. The freight rate to New York is \$360, and refrigeration charge \$130, a total of \$490 per car; making the transportation charges on 928 cars of fruit to New York \$454,720, and a total of \$834,730 paid for the transportation of 1,913 cars of fresh fruit.

H. Harris & Co., auctioneers of Boston, report the sale of 332 cars of California fruits in that city this season to October 25th.

Redfield & Son, Philadelphia, report the total sales at auction in that city as 133 cars to October 29th.

The freight and refrigeration charge from Sacramento to Boston is \$517 40, and to Philadelphia \$490 per car of 24,000 pounds.

The total number of cars of fresh deciduous fruits shipped from California overland to Eastern points during the season of 1895 to November 1st was 4,435, as against 6,259 cars to same date in 1894—a shortage of 1,824 cars. We are unable to produce exact figures as to expenses on this season's business, but taking the average paid for freight and refrigeration as furnished by Chicago and New York shipments, we find that the vast sum of \$1,931,480 has been paid for transportation of fresh fruits from terminals to Eastern common points, to say nothing of the local freights paid by the shippers to reach the main line of the Southern Pacific Company. As to commissions, cartage, and sundry other expenses connected with the fruit shipping business, we will not ask your attention at this time.

Varieties of Fruits Shipped.—Owing to the short crop of apricots, and the failure of the cherry crop, shipments of these fruits have been comparatively light. The following statement of varieties shipped may vary a few cars, but is approximately correct:

	Cars.		Cars.
Cherries	177	Quinces	13
Apricots	167	Apples	95
Peaches	1,288	Grapes	910
Plums	390	Mixed Fruits	149
Pears	1,167		
Prunes	75	Total	4,435
Nectarines	4		

The overland shipments for 1895 will probably reach 4,500 cars, or a total of 108,000,000 pounds from May 1st. From January to April the shipments of apples amounted to 126 cars, or 3,024,000 pounds. As a matter of comparison we give the following table, showing five years' fresh deciduous fruit shipments:

1891	98,680,000 lbs.
1892	111,689,000 lbs.
1893	159,900,000 lbs.
1894	179,576,500 lbs.
1895 (estimated)	111,024,000 lbs.

A glance at these figures shows the shipments for 1895 to be the smallest since 1891.

California Cured Fruits.—Climatic conditions render it possible for us in California to work out of doors all the year round. To this feature may be attributed not only the constantly increasing yield of fresh fruit, but also the enormous increase in the output of the cured product. In 1890, the output of cured fruit in this State was 53,700,000 pounds. In 1891 we produced 66,710,000 pounds; 1892 showed 60,700,000 pounds. In 1893 we jumped to 93,020,000 pounds, and in 1894 the output reached the respectable quantity of 126,470,000 pounds. Thus, we find in five years California has produced 400,600,000 pounds of cured fruits, exclusive of raisins and dried grapes, or an average annual production of 80,120,000 pounds, or nearly $1\frac{1}{4}$ pounds for each man, woman, and child in these United States.

In closing, I invite your attention to the following figures, which represent the total output and shipments of our fruit products for a period of five years, 1890 to 1894, inclusive:

Fresh deciduous fruits (shipped)	624,491,500 lbs.
Fresh citrus fruits (shipped)	521,047,400 lbs.
Cured fruits (produced)	400,600,000 lbs.
Raisins (produced)	335,000,000 lbs.
Canned fruits (produced)	427,159,500 lbs.
Total	2,308,298,400 lbs.

We are at once filled with wonder and admiration at the enormous gastronomic as well as purchasing powers of the people of these United States, when we stop and consider the hundreds of shiploads of bananas, oranges, lemons, limes, pineapples, etc., and the vast quantities of raisins, prunes, currants, figs, etc., received from foreign countries. But when we add to all these fruit products the inestimable quantities of fresh and dried fruits produced east of the Rocky Mountains, we simply hold our breath, for we are, pardon the expression, plumb full of fruit, and must sit down.

THE NICARAGUA CANAL IN RELATION TO FRUIT TRANSPORTATION.

By MR. EDWARD BERWICK, of Monterey.

Mr. President, Ladies and Gentlemen: I congratulate you all on pursuing an industry that requires more versatility and intelligence than any other avocation you could have chosen. I congratulate you, sir [to the Chairman] on presiding over a body of the best men in the world. I can prove that from Scripture: "By their fruits, ye shall know them." Now, we all know that our California fruits are the best fruits in the world, so we fruit-growers are, and must be, the best men in the world. I also feel, gentlemen, that you need in your chosen avocation more scientific knowledge than any other class of men. There is no science or ology, from A to Z, from agrostology to zoölogy, but has some connection with the fruit business. One of these sciences is the well-known science of geography. Now, when you and I were boys together, we learned a whole lot of long names and big numbers. Of all these numbers I recollected but one, and that one was a wrong one. We were told that the sun was 95,000,000 miles away. They have brought it 2,000,000 miles closer, and I have not felt a bit warmer. But there are certain figures that we all ought to know. We know a great deal about growing the fruit, but about marketing and distributing the fruit there is a great deal we do not know. Now, what I don't know about marketing fruit would fill a book, and no doubt many present know far more even about the Nicaragua Canal than I do. But I have got a map here, the largest I can find. I hope you can see it. And I want to point out to you one or two things in connection with this Nicaragua Canal.

We have at present two methods, three I might say, of getting our products of green and dried fruits shipped from California to the East. The chief way is by the transcontinental railroad, the other way is right down south around the Horn. There is another route by way of Panama. I leave that out for these reasons: That in the shipments of 1890, \$82,000,000 of products went by the railroads, and only \$1,000,000 by way of Panama; and also that matters are usually so arranged by the railroad companies as to make that route unprofitable to shippers.

Now, gentlemen, you know we are suffering from an era of low prices. You know that we should get our fruits into the markets of the world more rapidly and in better shape. The cost of freight and refrigeration eats up the profits on our fruits. There should be a way, and by the help of this convention there shall be a way, of getting our fruits into New York by cheaper transportation. There should be a way of getting these fruits into the English market—the Mecca of all commercial men—by a cheap and efficient route.

You have all heard of the Nicaragua Canal. I will not trouble you with details you are familiar with from reading newspapers. You know, possibly, the exact distances that will be saved by using the canal, by building steamships with refrigerator chambers, and sending them, laden with California produce, through that canal, when built, to New York or London. You know that already meats are carried from New Zealand to London by steamers provided with such refrigerator chambers, arriving there in good shape. Fruits are also sent from South

Africa to London, and arrive there in good shape. What is possible for these countries is possible for us. Why do we sit down supinely and neglect that route which will obviate this matter of low prices? We can then send our pears, which are worth 1 cent a pound here, to London, where they will bring 3 to 4 cents apiece. I might say the expense would be a tithe of the present expense for transportation, and also of refrigeration. I do not know much about the refrigeration of cars going East, but I do know this: The Hotel Del Monte has a cold-storage chamber. I take their apples there about the end of October (Newtown Pippins, chiefly), and they will keep those apples in the cold-storage room the half of the ensuing year, and then will take them out as fresh and waxen as when the fruit arrived from the orchard. Why can't we send our fruits wholesale by this plan to European markets.

Another thing I want to bring to your notice: Years ago, if you had seen a map of California, with the productions marked on it for the use of schools, you would find its exports set down as hides and tallow. If you take a geography ten years old, and look at the Argentine Republic, you will find its exports: Horns, wool, hides, and tallow. Do you know that the Argentine Republic in six months of 1894 shipped 1,000,000 tons of wheat to the European markets? They are gradually changing from a pastoral people to an agricultural people. California made the same change about 1867. Hides and tallow first, then wheat. We are now finding California to be not only a wheat country, but also a fruit country. In the Argentine Republic the conditions of climate, etc., are much the same as those of California. You will find they will be a fruit country in years to come. Our wheat competes with theirs now, and what can our wheat-growers do with 10,000 miles to get to the front door of the Argentine Republic at Buenos Ayres in our race to Liverpool. We are handicapped by this distance of 10,000 miles, more or less. Can we overcome this? Certainly! You can have this canal cut. It has been talked about for nearly four hundred years. A man named Galvez, three hundred years ago, talked about it to Charles Vth of Austria and Spain. In the year 1551, a survey was made of this very Nicaragua Canal—so for three hundred years our canal has been talked about. It is being talked about to-day. Will this convention permit that state of things, all talk and no action, to go on? Will it permit this handicap of 10,000 miles against our wheat and fruit to continue? To send a ship with refrigerator chambers twice through the tropics is a very long and hazardous attempt, but by going through the Nicaragua Canal you get but one third of the torrid zone's heat, and then see what is gained? It makes all the difference in the world to us to be enabled to get our fruit to market in London, where, as I was saying, pears, which now bring a cent a pound, will bring there 3 to 4 cents apiece, or butter worth in San Francisco 10 cents a pound may be taken to a market where it will bring 20 cents, or beef worth from 5 to 5½ cents a pound to where it is worth from 8 to 10 cents a pound. Do you want this route opened, gentlemen? I think we all want it done. Now, why is it not done? There isn't any one who knows why. I think, perhaps, I can tell you. It is because it is everybody's business, so no one does it.

Gentlemen, we of the Pacific Coast are the ones most interested. We have the most at stake. Our business is languishing. Mortgages are

covering our homes. Here is a way of making money. We have agents whose business it is to see to those things for us. Mr. Block told you, while speaking of your fruit sales, to tell your agents at New York, "Do this," and have it done. Now, gentlemen, you tell your agents at Washington, your Senators and Congressmen, about this canal, and insist on their doing the needful. Why is this canal not built? Well, I'll tell you why it is not. Before election the politicians come around and talk very nicely and glibly to you. They say, "Gentlemen, send me to Congress; I'll see your wants attended to. You touch the button, and I'll do the rest." They go, sometimes, to Congress, and then they reverse the thing, thus: "I'll touch the button, and you do all the rest," that is, pay them a nice fat salary. We tolerate in Congress methods of purposely obstructing and delaying business that merchants would be ashamed of.

Gentlemen, no man in God's world is powerless. You can all do something. Every man and every woman can make a point by sending a letter—a daily letter—to their Congressmen and Senators at Washington, and saying, "We want that canal built. Our homes depend on it. Our wheat industry is ruined, and our fruit industry is threatened with ruin, unless this canal is built." I will guarantee you that if you follow this plan, and insist on your demands being complied with, it will be built in a very short time.

Now, I shall later on offer a resolution, that I have had the pleasure of offering four times, on this Nicaragua Canal subject, but I do not ask you merely to give a perfunctory vote. I want you all to feel that it is to your personal interest to have this canal built, and that your homes depend on it. If you will only work together you will not fail. Some of you have seen the play of "Richelieu." You will recall, perhaps, that the honor of the Cardinal and the safety of France depend on certain documents being found. A messenger is dispatched in search of these documents. It is a dangerous quest. If successful, rich reward shall be his. Somewhat despondent, he asks, "But what if I fail?" "Fail!" cries the Cardinal, "there is no such word as fail!" Gentlemen, if you will all earnestly work for this canal, there will be for us no such word as "fail."

I thank you kindly for your indulgence.

DISCUSSION.

A MEMBER: As showing the extraordinary advance of the Argentine Republic in every line on which California has been developed, it appears that in the production of wine the Argentine Republic considerably leads California, and, unless I am in error, considerably leads the United States.

MR. FOWLER: The gentleman, perhaps, would like to know that it is not alone in the Argentine Republic that competition exists. A very large amount of capital is being invested in South Africa in this direction. Vessels will be built, and every opportunity given for landing their fruit in the London market, and they are willing to come into the American markets, if necessary. There is a large portion of South Africa that will be devoted to the raising of fruits and wines. Within

two months a gentleman from South Africa has been in Fresno, examining into the conditions of soil and irrigation, character and amount of fruits to be raised. If they are as intelligent and enterprising as this, I think we ought to know it, and make ourselves more active. One of the ways to bring this about is by the question of transportation. Our deciduous fruits, if sent to foreign markets in refrigerator vessels, will solve this fruit question in the State of California. The marketing of fruit by way of refrigerator vessels is a condition of things that is beginning to prevail in South America and in South Africa.

RESOLUTION ON THE NICARAGUA CANAL.

Mr. BERWICK offered the following resolution:

Resolved, That this convention of California horticulturists, assembled at Sacramento this 6th day of November, 1895, is profoundly impressed with the fact that the future of the California fruit industry depends on enlarged markets and improved means of transportation. It realizes that keen competition is arising in all quarters of the globe, and that in this competition the Pacific States are heavily handicapped by geographical conditions. It further realizes that the cutting of the Nicaragua Canal would remove that handicap, and open the markets of the world to the fruit-growers of those States. It therefore most earnestly prays the Senate and Congress of the United States to take such action as shall insure the immediate construction of the Nicaragua Canal.

The resolution was referred to the Committee on Resolutions.

MAJOR BERRY: Concerning the transportation of fruit to eastern points overland, we have the Central Pacific and Southern Pacific for that purpose. They would be our natural outlets until this canal is built. The canal will not be constructed for many years, and we should consider our present mode of transportation. The Committee on Transportation has been at work, I presume, with the Southern Pacific, to secure a reduction of rates, and to facilitate better time in transportation. Everything that is produced from the soil of California, as well as in the United States generally, has been subjected to a shrinkage of about 50 per cent in its value. Bartlett pears have sold from a cent to as low as half a cent at home, and so on, all the way through. Potatoes that were worth \$1 go begging at 50 cents a sack. Everything, except transportation rates, has shrunk in proportion. I believe that the point before the convention is to ascertain what we can do to reduce the charges on transportation.

Now, we know that we have a pretty hard road to travel. In regard to the reduction of freight rates, it appears that we can place our fruits by the process we have adopted, and I would insist on the necessity of going to solicit the favor of a reduction—pass a resolution, and go there and make a request that we must have a reduction. Of course, you will say that the request will be denied, that it would be unacknowledged; but, if we fruit-growers of California believe in our strength, and work as one man, our strength would be enough to make the Southern Pacific Company come to reasonable terms, and the sooner we know that, the better off we will be.

The question is, "How are you going to do it?" By acting in unison, and by going in a body strong enough to enforce demands. I suggested, many years ago, when the population of this State was about half a million, that enough could be saved out of railroad freights to build a parallel road to Ogden and, of course, survey the line. If we make a demand, it will be granted to us, and I say that we should instruct our

committee to go there and make a demand, and then see what they will do. The remarks that have been made here by Mr. Berwick, in regard to the rapid strides which the Argentine Republic has been making, are very interesting. I have been Government statistician in Tulare County for the last three years, and it brings me in close communion with the Department of Agriculture at Washington. There were weekly bulletins issued, and also monthly ones, and the crop conditions that prevailed throughout the United States could be gleaned from the bulletins issued from that department. Latterly, there have been a great many statements in regard to the products of California. The intimation in these inquiries was to the effect that California was stubbornly pursuing a system that would eventually bring us into a condition of bankruptcy. I presume the other Government statisticians throughout the State received the same bulletins that I speak about.

For your information, I will now state to you under what conditions the Argentine Republic has become such a formidable competitor with California in such a short time. You have heard Mr. Berwick state that a few years ago he was informed by his geography that California was a hide and tallow country. The Argentine Republic was in the same business within the memory of the youngest man here in this audience. It is now stated in the last bulletin issued from the Agricultural Department at Washington that they are producing wheat in the Argentine Republic for \$2 20 a quarter, sacked and delivered in Buenos Ayres ready for shipment. Now, you all may not be familiar as to what a quarter of wheat is. A quarter of wheat is eight bushels. In the Argentine Republic they can produce wheat, and deliver it ready for shipment, for $27\frac{1}{2}$ cents a bushel. Can you find any one who is engaged in agricultural pursuits in California to do it? If you can, say it. I have told the Agricultural Department that it cannot be done in California. Now, this is the way it is done. They have taken the congested population of Italy, and have brought them under the padrone system of labor, and they pay them in the currency of that country, paper money, which is at a discount of $33\frac{1}{3}$ per cent, while they sell their wheat for gold; so, therefore, they pay for their labor in depreciated currency. In the productiveness of the soil, it behooves us to consider this rival in the production of wheat, occupying as they do the same degree of latitude south as we do north. With the claim prevailing that they will soon rival us in the production of fruit, it behooves us to consider better modes of transportation to reach the markets of the world, and I can conceive of none better for us to consider than the one pointed out here by Mr. Berwick. Statistics show that every day there leaves Buenos Ayres for France five steamships loaded with refrigerated beef.

The building of this canal would lead to a better system of transportation, and assist in the building up of California. How much intelligence does it require to raise and harvest a sack of wheat? They have our machinery; they have the land, and they pay for their labor in depreciated currency. They raised 100,000,000 bushels in the last year, and I think it is nearer 113,000,000 bushels. Will they not rival us in our fruit industry, as is alleged, with the same climatic conditions?

I am in favor of this resolution, and sincerely hope that there is nothing in the way of its adoption. We should urge our Congressmen in

every way to forward the completion of the canal, and give us an easier and cheaper mode of transportation for our products.

MR. BERWICK: I have made a point of urging on our Congressmen and Senators the importance of this canal to the fruit-growers of California. I wrote to Senator Stephen M. White in regard to this canal. I told him the Californians were unanimous for that canal, excepting the railroad people. He wrote back, saying that the chief opposition in Washington also came from the railroad lobby. To build a competing trans-continental railroad might be possible, but this is the time to build that canal, whatever may be done as to the railroad. I do not think the fruit-growers will build the opposition railway in one day less than six years.

CO-OPERATION AMONG FRUIT-GROWERS.

MR. SPRAGUE: Existing methods of opening and supplying markets for fruit have proved insufficient during the past season, not only in the East, but also in our own State, and we have got to provide for it. Now, what does this mean? It means the necessity for coöperation among fruit-growers. It must be for us to determine how our fruit shall be shipped and marketed, independent of the two great shippers. It seems to me that a discussion of the methods of coöperation may prove an interesting thing for this convention to consider. Now, among the very first things to bring about coöperation is that people should get together and discuss that very subject of coöperation; but that is a hard thing to do in a little bit of a convention like this, where there are only one hundred and fifty members out of the many thousands of fruit-growers in California. It cannot be done. The first thing to do is to organize them. There must be a local organization in every fruit locality in the State, that meets regularly to consider management, fruit-growing, and fruit-marketing, and so on, and how we shall manage to coöperate. Keep on those lines, and arrange to work harmoniously. The foremost practical organizations in the world to-day are the organizations of the great political parties. These great political organizations hold their power from the people, still they make whole States vote just exactly as they desire they should. From the smallest aggregation of fruit-growers there should be a larger organization, and from that it should grow to any extent desired. There should be a first-class man—a first-class fruit-grower—at the head of every one of these smaller organizations, and then we should find thousands, instead of the pitiful number that we find together here. Yet, ladies and gentlemen, this thing can be done.

We want to be able to ship our fruit independently. We want to be able to gather in those fruits with an absolute certainty of profit. We do most all of the work, and we take all of the risks, while the men who handle the fruit have an absolute certainty of profit, and run no risks whatever. Now I hope before this convention closes it will be possible to present some scheme for the fruit-growers of California assembled in this place to enable them to secure some profit from raising fruit. If the middlemen had been done away with the growers would not have lost both this year and last.

MR. ADAMS: I do not intend to engage in any discussion now. I have observed during the past year a fact which, perhaps, may be useful now: that it has been a matter of question, not only to business men generally, but also to those actively engaged in coöperative work, whether or not actual coöperation would succeed. It helps us once in awhile. If it succeeds at all, it must be because it is the easiest way of doing business. If it succeeds, it must be as the result of individual effort. It is the same law running all through nature. If coöperative effort is by experience found to be the best way, it can be adopted. If by experience it is not found to be the best way, it can be dropped. The effort to financially survive has been gradually bringing together business men and capitalists throughout the world within the last quarter of a century. All combinations of capitalists and business men have been simply the effort to survive financially. Now, the fact of the idea is simply this: The same law applies to farmers that applies to merchants. It necessarily operates the same on both.

It is my judgment that we should learn to coöperate in an effective, businesslike manner. How much of this generation will do it, I don't know, but unless I am entirely mistaken, that is the way we are going to do it. There are here quite a goodly number of the directors of the California Fruit Exchange, which was organized to represent the fruit-growers of California in the way that was found to be the most economical. There are quite a number of the directors here, as I said, and I would like to hear from them. In the making up of the programme, I notice that there has been no subjects set for these gentlemen to make a report.

In these deliberations, it seems to me that it is not wise for each convention to endeavor to originate new methods; better try to improve present ones. As already stated, I think it is the proper time for the President and some of the Directors of the California Fruit Exchange to make some report of what they have done.

MR. WALTON: That report will be forthcoming here to-morrow morning.

OUTLOOK FOR PRUNES.

By COL. PHILO HERSEY, of San José.

The extent and productiveness of our soil, the adaptability of our climate for raising and curing prunes, the surplus money in some hands seeking investment, the ease with which debts are contracted, the general tendency to speculation, and the iron grasp and pure self in business methods, inevitably lead to the question, "What is the outlook for prunes?"

One of to-day's conditions is a planted acreage capable of producing nearly three times the present consumption in the United States. If, by fortune of circumstances, universally good crops on the Pacific Coast and enough for home consumption by foreign countries should be produced for three successive years next following, the equivalent of one crop at least would go to waste, and the average price of the remainder be reduced $33\frac{1}{3}$ per cent below the average of any former year. In saying the equivalent of one crop at least would go to waste, it is not meant

that the economy and energy of the California rancher would let his crop rot on the ground, but that the cost of sale and delivery would equal any price obtainable. The reduction of $33\frac{1}{3}$ per cent in the average price from any former year would place all but the best in size and quality of our product below the cost of production.

While in this may be seen the fate of those who have unwisely selected soil and locality for growing prunes, so also arises the hope for him who knowingly or by chance is secure from frost, storm, hardpan, clay, deep gravel, adobe, and washed or weak soil. When the market price of prunes shall have reached 3 cents for what is known to the trade as the "four sizes," the producer who, under average conditions, can raise no larger than 90-100's, even though of the best quality, may as well cease his efforts. It will not pay. Land that, under ordinary conditions of warmth and moisture, will not produce a large crop of 70-80's average is not and will not be profitable in the production of prunes at reduced prices, or in general competition attendant on a surplus, however small. Nothing but the "pinch" of conditions as they force themselves into control will teach the lesson we here try to impart.

Whence Comes the Trouble.—The prune itself is by no means at fault. It can be raised on the Pacific Coast in all its varied species, and with that degree of perfection which will challenge comparison from any source. It has, from different localities here, all the possible degrees of sugar, acid, texture, and size, and may be brought into favorable competition with any country in questions of quality. Where, then, does any cloud appear? The answer must be from over-production, or under-consumption, or bad methods in marketing.

It is not believed by your speaker that we do now or that we shall grow more prunes with our present acreage than our country alone should consume. Their delicious and healthful qualities should so commend them that a threefold increase of consumption should quickly come, and surely present prices cannot be in the way.

Unwise Extension.—Taking into consideration the foreign product, it is believed our efforts at production have been too earnest and rapid. It has not been so much a matter of growth, as of "boom." We find in the business not the usual and customary tillers of the soil, but in haste, almost mad, the lawyer, doctor, minister, judge, banker, merchant, miner, capitalist, manufacturer, professor, teacher, clerk, mechanic, male, female, and "mixed"; and syndicates, including all kinds, as well as corporations, have planted tree and vine, and await their fortune. All these classes are more or less speculative, and believe themselves in nearly every case wiser and sharper than their fellows. The result is, and will be, a larger and more rapid increase of production than there is provision for distribution and consumption, and the result already is, and will be, a chaos and misfortune which will have no remedy, except in the severe and sore trials of all engaged in the industry. When these have been severe and harsh and sufficiently continued, then will come a unity of effort, purpose, and plan so strong as to lift us above our groveling and mean self, and prosperity will immediately follow. Are these statements too strong or untrue?

The Lessons of this Year.—The conditions of the present season largely prove what is coming. We did not have a large crop. Taken as a whole,

it was not what the average should be from the present bearing trees. The foreign crop is from 80,000,000 to 100,000,000 pounds short of 1894. No exportations were expected or could be relied on. They had not enough for home demand. We have been exporting from our own product to England, Germany, Holland, and even to France. We have this year the best crop in size and quality of fruit ever raised by us. It gives universal satisfaction. We are delivering our prunes in New York and all other American markets, freight paid, for less money than the French ask and receive at home. Our crop is less than our annual consumption, and, notwithstanding we are exporting, prices never ruled as low as in 1895. What causes this? The answer must be: Bad management or bad methods in selling. For this the producer is in part to blame, and those whom he employs and supports in the transaction of business are responsible for the remaining part. The grower trusts anybody but himself, while the market manipulator or seller trusts nobody and serves nobody but himself first, and secondly, if at all, his customer a thousand miles or more away. The exceptions to this rule are so few that to mention them is a waste of effort.

The Marketing is at Fault.—All circumstances and conditions of the present season conspired to make it one of harvest and prosperity for the prune-grower in a proper and legitimate way. He was entitled to consideration for quality and quantity. But the opportunity has been set aside by those sustained and trusted, unwittingly, by the grower in selling his product. This assures us we have no favorable outlook from our present methods of handling in the market, and we all feel they will not generally be changed until we get down to where the wine men did and the raisin men are, and remain there long enough to be converted. I believe the outlook for our prunes is darker from the methods of handling or marketing than from any other source. Many a poor, struggling mortal will go to the wall who may be both saint and hero, but he goes all the same, and will then and there have time and tendency to discover that by means of his hard work he undermined his own structure and was the author of his own downfall.

In conclusion, the outlook is, indeed, not bright, but it has remedies, which to me are as follows:

First—Cease planting for the next three years other than to keep present orchards well preserved;

Second—Exert every energy and use all obtainable knowledge in the production of the best in quality and size and as to the best method of curing;

Third—Concentrate and control your product, and thereby protect yourself and the buyer who, for four years past, has lost money through having to compete with goods sent by the grower beyond his control, and hawked about the market for a bid when the market was for the time being supplied with all it required.

The application of all these remedies would make the outlook bright; either of them would be helpful. But my belief rises to the force and dignity of faith that neither one of them will become a general rule of governing action.

DISCUSSION.

MR. BOGUE: One clause of that paper calls to my attention the condition of fruit-growing in the past. In 1894 there was raised the largest crop of fruit ever raised in this State. In 1886 western New York raised the largest crop she ever grew. It has never produced as much in any other season. I have made the assertion time and time again that 75 per cent of the trees planted within the last three or four years never came into production. We know that 99 per cent of the orchards in the State of California have got the red flag. Is there another State in the Union to beat it? Go to western New York to-day, if you have time, and see the thousands of barrels sold on the Erie Canal. They have bought and paid for this fruit in cash, and we are raising our fruit, and picking it, and sending it there for them to reap the profits. The transportation of fruit was the subject under discussion at this session of the convention, and I have heard of nothing but Chicago and New York. It was the same two years ago at Los Angeles at the special session appointed to take up this subject. There are other cities besides New York and Chicago. As I have said hundreds of times, we have got to go in and do this selling ourselves, and if we don't we may just as well sit down first as well as last.

SHALL WE LYE-DIP OR PERFORATE OUR PRUNES?

By H. N. BARNGROVER, of San José.

Growers generally have asked themselves this question time and again, and many are still undecided. Solar heat is not sufficient to dry prunes, without first treating the skin of the fruit. It was discovered in the first stages of the industry that dipping in a solution of lye would break or check the skin, and thus allow evaporation to take place more rapidly; hence this method was generally adopted. The results, however, were not always uniform. A lye solution that would check or cut the skin of some prunes properly would not affect others, or would cut them too much. The mistake of going from one extreme to the other was frequently made. Uncut prunes "bloated" and made poor fruit, while overcut prunes were unsightly. Seasons varied; perhaps there was too large a crop, and the fruit developed too little sugar, so that fermentation set in too readily; perhaps it was unfavorable weather, or you were handling fruit grown on different soils and under different conditions from what you were accustomed to. All these conditions naturally tended to make the results unsatisfactory.

The average fruit-grower of California is nothing if not progressive, and is not satisfied with varying results. He strives to excel; and, above all, desires to turn out a uniform product. By experiment we found our climate and soil admirably adapted to prune culture, and we had a right to expect a superior dried product. Growers have not spared expense, but have, as a rule, purchased the best apparatus to be had. A large amount of the profits of prune-growing have been consumed by the employment of the labor required to handle the crop; but that would not have been so bad had results been uniform and entirely satis-

factory. But they were not, and one often hears the exclamation, "I wish there was some better method of curing prunes."

French prune-growers learned long ago that perforating the skins facilitated drying, but the crude methods employed were too slow and laborious. Experiments in California along the same line led to the building of perforating machines. The first pricking machines were crude and slow, still the results obtained were good; "bloaters" were eliminated, uniformity in drying obtained, the fruit dried heavier and did not sugar so badly, and there was less expense for labor. Improvements were made and better machinery devised, until now there are several prune perforating machines on the market. When one compares results carefully, he does not wonder that so much interest is shown in the perforating method. Machines are now made that wash, perforate, grade, and spread the fruit out on the trays at one operation, thus effecting a great saving in time and labor, and producing a uniformity of results not to be obtained in any other way. It is claimed that lye-dipping cleanses the fruit as well as cuts the skin; but so few driers rinse the fruit after dipping that it is a question regarding the cleanliness of it. The strong, filth-laden vapor coming from the dipper is both disagreeable and injurious to the operator, while the cost of lye and fuel is a constant drain on the prospective profits. Some claim that lye should be used, because it removes the bloom from the fruit; but this cuts only a small figure in the process, owing to the fact that most of our prunes are redipped or processed in the East, and the bloom is an evidence that the prunes are fresh and not old stock from the year before.

Economy will have a loud voice in deciding between the two methods. At present, the perforators have the best of the argument along that line, as well as in the points of cleanliness and healthfulness. It will, no doubt, pay prune-growers to investigate the claims of the various perforating machines.

REPORT OF COMMITTEE ON PRESIDENT'S ADDRESS.

MR. FOWLER, Chairman of Committee, presented a report, as follows:

To the State Fruit Growers' Convention:

We, the committee to whom was referred the annual address of Hon. Ellwood Cooper, President of the Fruit Growers' Convention, respectfully report to the convention that we recommend the careful perusal of this address by the fruit-growers of the State. The many suggestions, if properly carried out, will have a tendency to improve existing conditions in the growing and marketing of our various fruit products.

We agree with the suggestion of the President, that a plan be inaugurated that will combine all the fruit products of the State, and bring them under one general system of shipping and marketing. Such system should embrace his idea of ten or more agents traveling throughout the Eastern towns and villages, to open up and establish new markets for our fruits, both dried and fresh.

Second—We recommend that a committee of nine be appointed by the convention to organize an incorporation whose business shall be the opening up and establishing of such markets, and providing for the proper advertising of our fruit products.

Third—We recommend that the convention appoint a committee of nine members, to consider the whole subject of State inspection, as suggested by the President.

Fourth—We favor asking the Legislature for an appropriation of \$5,000 per year, to be used in the further search for predaceous insects; also, for an appropriation of \$5,000 per year for the use of the State Board of Horticulture; and that a committee of five members be appointed by the convention to consider the subject of asking for an appropriation from the State to establish a Bureau of Statistics.

(Signed:) D. T. FOWLER,
T. W. MADELEY,
H. P. STABLER,
Committee.

JUDGE AIKEN moved the adoption of the committee's report. The report was adopted by unanimous vote.

APPOINTMENT OF COMMITTEES.

PRESIDENT COOPER announced the appointment of the following committees:

On Memorial as to the Death of L. W. Buck.—William H. Aiken, of Wrights; A. Block, of Santa Clara, and R. H. Hewitt, of Los Angeles.

On Excursion to Folsom.—Hon. A. P. Hall, of Penryn; J. T. Bogue, of Yuba City, and George C. Roeding, of Fresno.

MARKETING FRUIT.

MR. VANWARMER: I came from Fresno with the expectation of hearing something about coöperation, but I haven't heard anything definite on the subject. There is one point that we ought to have in view as members of this convention, and that is: That it has not received the proper attention, it seems to me, it should have received. While Colonel Weinstock and others have talked encouragingly enough for transportation, the subject of coöperation that has been mentioned here a number of times by different members of the convention has received a sort of milk-and-water attention. We must coöperate. It is our only salvation. Our ranches are covered with mortgages, and we must coöperate; but you don't tell us how to coöperate. Now, if it was understood that something would benefit Sacramento, the head-center of the fruit industry of the State, and that they would call a meeting to-morrow morning, at 9 o'clock, for the purpose of coöperating, every man would be there. They would coöperate from the bootblack to the banker. The men who ship our fruits, the railroad companies, the receivers in Eastern markets, the auctioneers, why, they all coöperate virtually. They slide into coöperation as readily as ducks pass into water. Let us know how to coöperate. We want something definite. Now, I will tell you plainly that I do not believe you can get them to coöperate. Pardon me for interrupting this programme. We want to be let alone. Let the people alone. Let the farmers alone, and by and by they will get nothing, and then they will be—somewhere—I don't know that I will be among the number. I am going to call things by their proper names. The farmers are a pack of fools, and the middlemen and the transportation companies get the best of them on every occasion. If you can make a man see what his own interest is, and get him to see it thoroughly, you are doing well.

MR. N. W. MOTHERAL, of Hanford: I am from a section of the country that is largely interested in raisins and dried fruits. We have shipped very largely of green fruits, too, but I think we are not likely to again if the experience of the present year is to be repeated. We are interested in dried fruit and raisins, and all that we have heard in this convention that has been of interest to the farmer has been on the subject of marketing green fruits. We represent a section of country that shipped not less than 4,600 carloads of raisins, representing about \$1,000 per car. You can figure about how much money there was in that transaction. Now, there have been various efforts to unite the raisin-growers. We

are wholly at the mercy of the commission men at the other end of the line, and of the commission men at this end. We have made various efforts to organize the people, so that we could control in some sort of way our product, and in some sort of way be able to dictate terms to the buyer. Gentlemen, I say to you that the richest part of California to-day, which produces the loveliest fruit on earth, where the farmers have irrigation waters belonging to themselves, with soil unequaled anywhere, is to-day in a condition of bankruptcy, and, unless I am mistaken, that part of the country will in a short time be left in the hands of the banks, and the farmers will be without their homes. They are industrious men, not extravagant. They live economically and have produced large crops, but I can tell this convention assembled here to-day that this year they have gathered only a very small part of what they produced—just a few ripe bunches—for fear of overstocking the market.

When I left home the packing-house to which I belong was buying raisins at $1\frac{1}{4}$ cents, and some as low as 1 cent a pound. We would like to coöperate. We recognize the fact that by uniting we would have some sort of security; but it is impossible to do it now, because they are such stubborn fellows. The other day a man came to the firm for which I was working, and said that he was compelled to have money to feed his wife and baby during the time he was producing the fruit. The trouble was that the farmers are in the hands of the packing-houses. They had to ship their fruit on consignment, and then it was the old story over again.

Now, gentlemen, the thing for us to do is to consider the question of money. If we had money, or could get money from the banks at a low rate of interest, we would be independent. The banks will loan these commission men money, and in that way they can handle our business, but we cannot obtain a loan. There ought to be some sort of a change from this condition of things. There are one or two ways. If the farmers would unite and say, "We will never ship a pound of our goods out of California," we could compel buyers to come here. They come here to buy our prunes; they come here to buy all our dried fruit, and we cannot see why it can't be done in our case. I think it can be done. I have got a very large peach orchard, and I made a ton of dried fruit per acre. I thought that it was pretty good. I began to feel as if there was some money in it, but the thing did not work. They were buying it somewhere else.

There must be something done to extricate us from the evils that afflict us. The difficulty is here: We are not doing our own business. We are allowing the other fellow to do it for us, and he is doing it in a way to suit his own methods—to his profit and to our loss. We have been killing the goose that laid the golden egg. If we stick to the present system these commission packers will put their heads together and slaughter us. These are some of the difficulties in the way of this business. If we could organize we would escape them. The commission man should be our friend. He ought not to be in antagonism to us. We ought to act together and be in touch. We cannot do the things he does. Marketing products is not our business. It would take half a lifetime to learn it. It would be better for us to sell them to him than to do it ourselves.

Now, if there is some way to organize the raisin-growers, by which

they would be in touch, let us do so. This sort of talk has been before this convention almost every season, and I am getting nearly discouraged at something not being done. My neighbors are in the same condition. We plan and labor and struggle to get together, and, somehow or other, we don't do it, and our products are going down in price year by year.

If anybody here can tell some way—I tell you, friends, if somebody here could devise some plan by which those people could save their homes, it would be the happiest day that my county ever saw. Now, can you do it?

MR. WEINSTOCK: I would like to ask Mr. Motheral a question relative to this. It seems to me that the raisin grape is a question that does not affect the people of Fresno County alone, but it is a question that affects the welfare of the State of California. Therefore, anything that will aid the raisin industry must, necessarily, aid this commonwealth. Now, speaking for myself, I am free to confess that I know very little about the raisin question, except in a general way from reading the papers. Mr. Motheral, however, will, I am sure, answer any reasonable question that I may ask him for information. The first is this: Are we, or are we not, over-producing raisins?

MR. MOTHERAL: With proper distribution I do not think we are to the extent that prices would seem to indicate. Our distribution is poor, and there are too many middlemen between the producer and the consumer. For instance: We sell our goods at from $2\frac{1}{2}$ to 5 cents in New York, and within a radius of fifty miles from that city the same raisins are sold to the consumer at 15 cents a pound, passing through two or three hands in the meantime.

MR. WEINSTOCK: Can you tell us what the consumption of raisins is in the United States?

MR. MOTHERAL: I don't think I can in detail. We shipped 4,600 cars from California at the rate of ten tons to the car. That is about two thirds of the consumption in the United States.

MR. WEINSTOCK: About two thirds of the consumption? Where does the other third come in?

MR. MOTHERAL: From foreign countries—from the Mediterranean and other places.

MR. WEINSTOCK: But how can the Mediterranean grower compete with us?

MR. MOTHERAL: He competes in this way: He gets his labor for a few cents a day.

MR. WEINSTOCK: I do not understand how it is possible for the Mediterranean grower to compete, even though his labor is cheap.

MR. MOTHERAL: They do it in this way: They pay for freight at the rate of \$8 a ton to New York, and we pay from \$27 to \$28 a ton.

MR. WEINSTOCK: Then it is simply a question of transportation?

MR. MOTHERAL: Largely of transportation.

MR. WEINSTOCK: Now, it is very doubtful whether the question of transportation can be reached in the immediate future, because we have been told here that the question of transportation can be solved only by the Nicaragua Canal. It would be six years before the Nicaragua Canal would be available. During those six years the raisin-grower would suffer. If it is a question of labor, I do not suppose it is possible to get our labor down to the standard of labor on the Mediterranean.

MR. BERWICK: What is the rate at present on Spanish raisins?

MR. WEINSTOCK: I understand it is 28 cents from California.

MR. MOTHERAL: If I know what I am talking about, it is from \$25 to \$30 a ton from here. That's about it.

MR. WEINSTOCK: What advantage would there be if the tariff were raised on raisins?

MR. MOTHERAL: Well, it would keep those other fellows out.

MR. WEINSTOCK: The people of California, it is evident, cannot depend on transportation by water, and now ship altogether by land. However, it would, doubtless, be possible to get the present rate lowered. It would seem to me more direct to endeavor, first, to secure lower transportation rates, if possible; second, to raise the tariff, and, in that way, keep the foreign competition out; third, to organize the growers in some way. As it is to-day, very much of the demoralized prices are the result of Mr. Motheral and his neighbors going into the same markets in the East, and competing against each other in their efforts to sell their product. If proper effort be made you will meet with success.

MR. MOTHERAL: What of the Government doing a banking business to make the farmers independent of those fellows.

MR. WEINSTOCK: That is a question that is beyond me.

MR. FOWLER: May I ask a question? How was it that when the McKinley tariff placed $2\frac{1}{2}$ cents a pound on raisins, the price from that day steadily declined?

MR. WEINSTOCK: At the time the $2\frac{1}{2}$ -cent tariff was placed on raisins, I cannot tell you exactly what the production was at that time. I think it was about 40 per cent of what we now produce.

MR. MOTHERAL: There were, at about that time, 2,000 carloads, in round figures.

MR. WEINSTOCK: There has been an increase to 4,600 carloads?

MR. MOTHERAL: Yes, sir.

MR. WEINSTOCK: I think that is correct. Even if you get the highest possible protective tariff that you can secure, unless you do all these things that I have named, you will fail. Therefore, it seems to me that an effort should be made in the direction of getting an improvement of present conditions and to organize; and that is going to be the most difficult thing of all.

MR. LELONG: I would like to ask Mr. Motheral a question in regard to the production of raisins. The production of the State is given as 52,000,000 pounds. Of that I would like to know how many are packed and sold as first-class raisins that should be packed as second-class?

MR. MOTHERAL: The fact is, all of them are packed as raisins.

MR. BERWICK: I have been some thirty years in California. I claim to know something about the habits of the people. I know that plum pudding is made generally with raisins. I wish somebody here would tell me the London price of good raisins to-day. Can any one tell me?

MAJOR BERRY: About 12 cents a pound. They grade raisins better in Spain than we do in California.

MR. SPRAGUE: Do we make a good pudding raisin in California, or do we not? I would like to see Englishmen consume the whole product of California.

MAJOR BERRY: I will tell you that my family consumes about 200 pounds of seedless raisins per annum.

MR. SPRAGUE: It is a fact that English people at the present time consume about 8 pounds of raisins a head in the year, while the American people at the present time do not average near as much. The majority of the people only eat a raisin at Christmas time. If they can be taught something about the use of the raisin, it will be a very easy matter to increase the consumption.

MR. COOPER: The question to be discussed this evening will be on "The Outlook for Raisins," by Mr. D. T. Fowler, of Fresno. A motion to adjourn is now in order.

The convention adjourned until 7:30 P. M.

EVENING SESSION.

The convention was called to order at 7:30 o'clock by the Secretary, Mr. Lelong, who said that President Cooper had received several dispatches from his home, stating that his wife was very seriously ill, and therefore he was compelled to leave for his home in Santa Barbara on the first train leaving for the south.

HON. ABBOT KINNEY, of Los Angeles, was called to preside.

REVIEW OF THE RAISIN INDUSTRY.

Address by D. T. FOWLER, of Fresno.

It is only a few years ago that anywhere in the United States were raisins produced. It was only a few years ago that the industry was commenced in the south. We find that the raisin industry dates from about the year 1876. The colony movement commenced about that time. A small amount of raisin vines were planted, and from these experiments, for it was an experiment, this great industry began. It progressed slowly, and the profits were large, so that from 1876 up to about the year 1882 there was no boom, but a steady growth. From that time on the planting increased up to the year 1890, and the profits from the raisin business were very large. We were able to sell our raisins at anywhere from $4\frac{1}{2}$ to 5 cents, $5\frac{1}{2}$, 6, $6\frac{1}{2}$, and even 7 cents a pound. The growers were able to make a profit of from \$200 to \$250 an acre on raisins. What was the consequence? They invited their friends. The value of lands rose rapidly in Fresno and in the Tulare district, as well as in Kings County and the Hanford district. Every man rushed into the planting of raisin vines—men who belonged to the city, and who knew nothing about the raisin business. Lands advanced in value, but still the planting went on, until about 1890 or 1891 there were planted, in round numbers, about 10,000 acres in each of these years in raisin grapes. While this planting was being done the work of improving the ground was going on. The vineyards were well laid out and well cultivated. Water was brought from the mountains, and all the other preparations were admirably done.

They showed a very progressive spirit and an intelligent disposition to do things well in every possible way. The men who owned places and who owned vineyards also increased their planting. When 1892 came, there came a depression in the price of raisins, which I will state presently, and so they came to find the vineyards in nearly every county and section were heavily mortgaged. That has continued until the present day, and the interest on these mortgages, under the conditions that have existed for the last two years, has been a most difficult matter to pay. They overdid the business—mortgaged one vineyard to get money enough to put out another. They were intelligent men, of great public spirit, and thought they were improving the country. The farmer was crushed, because it was done as much by the educator, by the lawyer, and by the banker as it was done by him.

The wonderful development of the raisin industry increased to such an extent that last year, the season of 1894, we produced in this State over 90,000,000 pounds of raisins, and the Fresno and Hanford sections alone produced a little over 60,000,000 pounds—over two thirds, the rest of the State producing the balance. While we were able to produce to this extent we diminished the importations, but not entirely. In 1884, 53,782,000 pounds of raisins were imported into the United States. This was reduced 20,000,000 pounds in 1892. In 1893 there were 27,000,000 pounds imported, and in 1894 13,751,000 pounds of raisins were imported. Besides these, there were imported in the year 1893 33,000,000 pounds, and in 1894 52,654,000 pounds of currants; that is, Zante currants. In 1894 we produced our raisins at a loss. In 1895 we are producing at a loss. In my judgment, this year they will not bring more than $1\frac{3}{4}$ cents a pound to the average grower in the Fresno and Hanford district.

A packer in Fresno told me last Saturday that 2- and 3-crown raisins sold in the City of New York for $1\frac{3}{4}$ cents a pound. That does not pay for the freight and commission and the packing and hauling of these goods to the packing-house, if you take into consideration the difficulties we are laboring under. We must also consider the fact that the average grower has a mortgage on his place, and that that mortgage went on his place to develop it and bring those vines into bearing. The average vineyard takes four years to come into bearing, or before they get much of a crop. An average vineyard will require a tray to a vine, and that means somewhere from five hundred to six hundred trays per acre, and sweat-boxes must also be provided. I would like to know where the profit is in that? I have talked during the last ten days with some of the leading raisin-growers of Fresno County and men who are packing on the coöperative plan, and from not one of them have I been able to find that they have a remedy for present conditions, nor one of them who has hopes for better conditions next year. Now, I am sorry to say these things, but I must look this matter squarely in the face. What would bring about a relief from present conditions? In the first place, in this great boom of raisin-planting, there was land sold to raisin-growers that never ought to have been sold for vineyards, consequently, throughout that district you will find raisin vines planted on sandy soil, planted almost in swamps, on alkali lands, and in hardpan. What must necessarily be the result? It will be a survival of the fittest, and those vineyards planted in soil unsuited to the industry must pass out of existence. This will decrease the acreage, and no more vines will be set out under the present condition of things.

If we take the Assessor's books of the years 1894 and 1895, we find this to be the case: That the difference in the assessed acreage of raisin-bearing vines amounts to over 14,000 acres in Fresno County alone. Now, don't understand me to say that 14,000 acres have gone out of existence. I don't mean that. I mean that the Assessor's books show that; because men have said: I will assess my land as vacant land, and still have the vines on, and the assessments have gone in at that rate. Now, the acreage abandoned has been 4,000 or 5,000 acres, as nearly as I can estimate it. I get my information from men who are best posted. Men who have traveled all through the district tell me that it is between 4,000 and 5,000 acres that have actually gone out of existence. That statement shows the evil that exists and the exact feeling among a great many of our raisin-growers.

Again, there is another factor that comes in to reduce the acreage: Nobody has planted. There has been little planting of raisin vines since 1891. Planting stopped about that time. A great many vineyards in Fresno County were not paying enough last year to cover the expenses of cultivation. Thousands of acres have not been pruned, irrigated, or cultivated this year, owing to the expense. Under these conditions, what must necessarily take place? A deterioration of every one of these vineyards. Again, under existing conditions, the insect pests will come into the vineyards, and it will be a hard matter to get rid of them. Now, the people have not the money to spare for taking care of these vineyards as intelligently as they would like.

Again, there is another factor, an important one, that will reduce the output of raisins in Fresno County, or any other county. In the Hanford district, where they have the richest soil in the State of California, this will reduce the output considerably. Can you take ten tons of green fruit every year off an acre of land and move it away, and take about ten tons of canes in the spring and burn those canes, without your lands feeling it? How many, under the conditions of last year and this year, will be able to fertilize their vineyards? How many? I think there is no doubt that the question of fertilizing is an important one, and will have an important bearing on the output of these vineyards. It will reduce the output of raisins, not alone in Fresno County, but in every other county in the State where raisins are produced.

While these various causes will reduce the output of raisins in the State, and in our district, particularly in Fresno, the outlook makes the raisin-growers exceedingly discouraged. I am one of them. While I believe this industry is going to improve in the next couple of years, and believe it to be a fact that we will raise them at a profit, that profit can never be gained when our raisins cannot be sold in the sweat-boxes for 3 cents a pound. What do we gain by bringing a spirit of speculation into that business, which we do not want? Small profits, coming regularly in each year, which give a substantial living, is what we want.

In the year 1890 we had a heavy rain that damaged raisins, and yet there were thousands of boxes sent forward at that time. In 1891, more or less of the same thing was done. It was not honest, and every raisin-grower in the State is suffering from the effects of it. Some of the best raisins that we grow are made from second-crop grapes. You can make a prime raisin out of the first crop and a prime raisin out of the second crop. There are many of my neighbors and friends in Fresno County who pick their raisins and dry them very early in the season,

and send them forward, but it is an injury to the whole raisin business. I want it distinctly understood that I do not mean that the second-crop raisin is the best. There is this danger in the second crop: There is always the danger that the early rains will catch the second-crop grapes on the trays. You can generally make only one crop into good raisins. It is said, and I have seen it in the press, that they can be turned into wine. Stop and consider a moment whether 30,000,000 pounds—three times thirty is ninety—over 100,000,000 pounds can be turned into wine. Where are the wineries and cooperage to handle this amount?

Last summer Muscat wine was sold at from 15 to 16 cents a gallon, and that, too, delivered in San Francisco, which meant 3 cents less to the producer. Later in the season it sold for 25 and 26 cents, as high as 27 cents. If you have a raisin vineyard full of second-crop grapes, what will you take for them? \$3 50 to \$4 00 a ton? How much is there in \$3 50 to \$4 00 a ton? What is there left? It is a very easy calculation to prove that it is of more value as a fertilizer. Yet, there is some outlet for it. The proposed combination of sweet wine dealers has brought a demand this year for second-crop Muscat grapes, and if they can turn their whole crop into wine, it is their business to do so.

Again, there is another outlet. Within the last two years, our white grapes have assumed a little more importance in Eastern markets, and this year, in Fresno County, there has been quite a boom in second-crop Muscats. They have been shipped to Chicago and New York, and other Eastern points. We shipped a lot from Sunnyside, and made money. They sold at from 95 cents to \$1 25. I will say that these grapes were picked with care—extreme care. They were packed in boxes with care. There were springs on the wagons that carried them. They were packed with care, and shipped with care, and they paid. You have to do those things in every line of the fruit business.

DISCUSSION ON RAISIN CULTURE.

QUESTION: Have you made anything on late ones?

MR. FOWLER: There are not a great many Muscatels shipped out of Fresno County; but, take them as a whole, there was a gain; and one shipper that I know of gained on nearly every shipment. There is no greater call for white Muscat grapes this year than in former years. Muscat acreage will be reduced 6 per cent this year.

QUESTION: Two or three years ago men said that second-crop grapes could be shipped abroad for wine purposes; how about brandies?

MR. FOWLER: There has been more or less of the second-crop grapes made into brandy. The second-crop grape could be turned into brandy and into Muscatel wine. The question of making brandy out of the Muscat grape has been, and is, a mooted question. Muscat brandy did not sell freely, because of the peculiar musky flavor; but people on the Atlantic coast are beginning to like the Muscat flavor, consequently, there will be some of it produced. Still, I do not know how much.

QUESTION: Do you know what price the grapes brought?

MR. FOWLER: They can buy all the grapes they want at from \$3 50 to \$4 50 a ton, delivered at the winery. Some pay one third cash, one third in six months, and the other third in a year.

QUESTION: How many acres are now in bearing in Fresno County?

MR. FOWLER: I do not know exactly, but something like 42,000 or 43,000 acres. According to the Assessor's report it is 14,000 acres less than the acreage of the year before; but, instead of 14,000 acres, it is about 4,000, which would bring it down to just about those figures.

QUESTION: How many grapes can be raised to the acre—of Muscats?

MR. FOWLER: In a first-class vineyard, 10 tons to the acre; but 6 tons is considered a good crop. Now, that question brings up in its turn the question of supply and demand. The consumption of raisins in the United States is about $1\frac{1}{2}$ pounds per head. It may amount to a little more than that, because it is calculated on the basis of a population of 66,000,000. The statistics for 1889, if my memory serves me right, gave $1\frac{1}{4}$ pounds consumption per head in the United States. The statistics for England give 5 pounds per capita. We must teach the American people to eat more raisins—to eat our Californian fruits, both green and dried. In our family we use not less than 360 pounds—or 60 pounds per capita. The Thompson Seedless raisin makes a most excellent pie. You can't do that with the Muscat, but they do it with other grapes.

QUESTION: What do Thompson Seedless raisins sell for per pound?

MR. FOWLER: From $7\frac{1}{2}$ to 8 cents.

MR. GESTER: They can be bought in Marysville for 4 cents.

MR. FOWLER: I am speaking of the average. I will say this: that in Fresno County this year we were offered \$20 a ton for choice Sultanas and Thompson Seedless for shipment, but I did not take it. Gentlemen, I have taken up a good deal of your time in discussing these questions. I have taken rather a dark view in telling you about the raisin industry and my views of the future. We have gone into the subjects of marketing, commission, packing, and indiscriminate consignments, and I am going to say a few words about coöperation. Coöperation is a good thing, but coöperators do ridiculous things sometimes, and, unless strongly supported, they go to the wall, and bring disaster. Right there in Fresno County they organized a coöperative establishment. Some of the packers resented this, and, immediately, there was a bitter opposition between the two. The coöperatives went East to sell their goods, and undersold the packers. I do not mean to say that if they had marketed their product with the same skill and care that those leading commission men did, that they would not have accomplished their object, but their action has brought a great deal of injury to the raisin business there. The principle, however, is growing. Many good people believe in coöperation and coöperative establishments, and give their support to them. With the finest land and the best irrigation district in the world, the day is going to come when the intelligent people that are growing raisins in the State of California will bring this industry out of the difficulties in which it is to-day. I have been told that there is a prejudice in the English market against California raisins. I do not know any reason why there should be prejudice. The London merchants, of course, would be very reluctant to give up their fruit business. The introduction of fine California goods cuts into the trade they are supplying, and they would naturally say what they could against our raisins. Now, I do not think they have any reasons for that. First-class stores, like Lebenbaum's in San Francisco, have the finest raisins produced in the world. They are produced in Spain; but how? Not only by caring for the vine, but also by giving that

attention and daily labor which we cannot afford to give. In this way they put them into boxes, which are sold at enormous prices, but the clusters and layers that we put up are as fine as any in the world. I do not know any reason why there should be any opposition to the American raisin.

MR. BERWICK: I do not think the prejudice exists in England. I get letters occasionally from there, in which they speak highly of California fruit, so I do not think the fact of our fruit competing with others cuts any figure in this argument. What I want to say is this: Supposing the Nicaragua Canal were built, how would that affect raisins?

MR. FOWLER: I was going to say, if you once get it built, it will cut some figure.

MR. BERWICK: It rests with you to get that thing done. The English Government, sir, would have built that canal fifty years ago. Let me say another thing. Why don't you advocate the building of that canal by this Government? If the English Government can maintain magnificent irrigation works in India, why can't this Government do so? Can you do what they can do? I believe you can. I have been thirty years in this country, and I believe there are as good men in this country as in any country on earth. I am able to get cooking raisins in London at 4 cents a pound, so I am informed by a gentleman whose wife has bought them there.

MR. FOWLER: That is, 3-crown and 4-crown raisins.

MR. BERWICK: You say you could make money at 3 cents?

MR. FOWLER: We could.

MR. BERWICK: I am a little surprised that gentlemen in the raisin business do not know the price of raisins in what they deem to be the leading fruit market of the world. I will get the information in a very few weeks, and you may have it, if it is of any use to you then. I have correspondents there, and will keep you informed occasionally.

JUDGE AIKEN: I have heard Mr. Fowler lay down the law on the raisin industry with a great deal of interest. Undoubtedly the trouble at Fresno was that it was too rich, and that it flowed too generously with milk and honey; but I am afraid you have not diversified your industries enough. Go into the older fruit sections, like the Napa and Santa Clara Valleys, you find the prune and other trees growing, and you will find in these older fruit regions that, where once grew the peach and apricot they are now growing, maybe, the apple and the prune. I had an orchard of 2,000 apple trees that we had spent years to bring into bearing. I was advised to dig up and burn that orchard. I did so, and planted it in prunes, which are now bearing heavily. I have never made a mistake that I did not seek to rectify it at the earliest possible opportunity. I think there is a bright future for Fresno and her industries. I believe that each section of the State has soil adapted to some one industry, but it is very questionable whether the prune industry would be a success without much care and labor. Probably one half of the prune trees do not become profitable, through no fault of the owner or cultivator, however. Sometimes the soil has not been properly selected; sometimes the frost came too early, and sometimes the bleak north winds arise to hurt the prunes; and so it is, we have to contend with Nature in every section of the world in the effort to raise fruit profitably.

MR. FOWLER: In discussing the question of packing rotten goods, I spoke particularly of the years 1890 and 1891, when we had those heavy

rains. There were some packers who put up goods that ought not to have been put up, because the goods were damp. They were not the kind of raisins to put into boxes and send East. There is another part of the packing that needs reformation, and that is, to secure proper grading. Possibly it has been before this convention, but there is a general ignorance of what a grade is, and it is not known in an intelligent way. A number of the largest packers in Fresno County were discussing this matter, and it appeared that there were two grades of clusters, four grades of layers, and four grades of loose and of seedless in the early part of the business. Later there was but one and not over two grades of clusters, two of layers, and two grades of loose. I challenge any of the commission packers to point out what these grades are, and I have no hesitancy in saying it. The question of grading is reached by means of the sales, but still it is a matter of judgment with the packer.

REPORT OF COMMITTEE ON TRANSPORTATION.

MR. WEINSTOCK: Growers throughout the State were advised of the action of the committee and the railroad authorities, and the outcome of our efforts, as all those proceedings were published in the press at various times. It may be well to state that the Transportation Committee invited the growers throughout the State to submit whatever grievances they might have on the question of transportation. A number of growers did so, and when all the grievances were filed, we found that we would have to ask the railroad company to make the following concessions:

First—To guarantee a five-day service in ventilated cars to Chicago.

Second—To secure a reduction of at least \$50 per car in refrigerator charges.

Third—To immediately reduce the local charges on fresh fruits; that is, from interior points to points on the trunk line.

Fourth—To make a temporary reduction on raisin grapes, in order to, in some way, modify the distress of the raisin-growers.

The committee met in conference with the railroad authorities, at which were present H. E. Huntington, the late Mr. Towne, Mr. Smurr, Mr. Stubbs, and Mr. Fillmore; I think that is all. The petition of the committee was read and thoroughly discussed. The committee was treated with the utmost courtesy, and were told that the matter would be considered, and, in due time, an answer would be given. In a few weeks, the railroad company informed us that they could not make a concession on their several roads; that they had secured a reduction in refrigerator charges of from \$25 to \$40 a car, and that they were at that time revising their local rates, with the view of seeing whether it were possible to grant a reduction in local charges, and, therefore, could not comply with the request to grant a temporary concession on raisin grapes. Some two weeks later there was a reduction of about 40 per cent in local charges, and, meanwhile, it had been announced that there was a reduction of from \$25 to \$40 a car in refrigerator charges.

I do not think that the Committee on Transportation is entitled to any credit for the reduction in refrigerator charges. I think the reduction in refrigerator charges was the outcome of a new company entering the field, which, in order to secure business, made a lower rate, and the

old companies were obliged to meet it. I do think, however, that the Transportation Committee is entitled to the credit of having secured a reduction in local charges, which would not have been done, unless the matter had been brought to the notice of the railroad people, and pressed as strongly as it was.

Among other things that now come to mind, was a reduction in the rate from here to Chicago on slow freight. It was pointed out that the rate some six or seven years ago was made at the rate of \$250 a ten-ton car from California to Chicago, in the ordinary slow time of eight or nine days. The railroad company was willing to give a five-day service. A very strong effort was made to secure a reduction on that class of freight, which they absolutely refused to grant. They claimed that their rate on fruit was lower than anywhere else in the United States, and that the rate was the minimum rate. A request was also made that they accept mixed cars at a more moderate rate. To make this clear, let me explain. If you ship a carload of mixed products, each product having a different rate, the rate that will be charged for that car is the rate of the highest-priced article within that car. The railroad authorities refused to grant this request; they said that, while they appreciated the importance of our arguments, it would destroy the whole theory of railroad rates. So, all that was accomplished was a reduction in refrigerator rates, for which, as I said, we are not entitled to the credit, and a reduction in local charges of about 40 per cent, for which the committee, I think, is entitled, as, by their vigorous presentation of the case, they made that possible.

That, Mr. Chairman and gentlemen, is the substance of the report of the Committee on Transportation, though there may be some points that I have omitted. Mr. Fowler, also, has one or two points in mind that he can present better than I can.

MR. FOWLER: The point that I want to speak of, and which was very forcibly brought to the attention of the railroad authorities, is that, during the season of 1894, it was frequently the case that it took two, four, or six days getting from Fresno points to Sacramento, and, consequently, there was considerable loss and delay. They said they would correct this evil, and give us better service. This year we can see that there is better service.

JUDGE AIKEN: I move that the report of this committee be accepted.

Adopted.

VOTE OF THANKS.

MR. BERWICK: As Major Weinstock and his associates have fought their battle at their own expense, and we reap the benefit, I move that a vote of thanks be accorded to them.

Adopted.

DISCUSSION ON TRANSPORTATION—RESUMED.

MAJOR BERRY: Before this matter is entirely passed over, and as I have the honor of having been appointed on that Transportation Committee, and as I have heard with a great deal of pleasure Major Weinstock explain how he effected a reduction in local rates, I wish to say that I am very much interested in local rates. I have paid the Southern

Pacific Railroad system \$4,552 for freight this last season for peaches shipped from my orchard into San Francisco. I loaded my own cars and unloaded them, entirely free of any expense on the part of the railroad company. The rate was \$5 50 a ton from Goshen to San Francisco. The service was good, but the rate of freight on wheat from that point into San Francisco was \$3 25 a ton. Is it possible that we who raise fruit shall be compelled to pay \$5 50 a ton, while the wheat men are able to get a local rate of \$3 25 a ton? I would like to ask Colonel Weinstock whether he can help us any, in order to get that local reduction?

MR. WEINSTOCK: In reply to Major Berry, I would say that he gives me credit to which I am not entitled. I hope I did not convey the idea to this audience that I succeeded in getting the reduction of 40 per cent. It was the committee, not myself personally, because there were other members of the committee who made better points than I did. Secondly, we had a good case, a strong case. It was evident that the railroad company had not revised its local rates for many years. When these charges had been fixed, the shipments of fruit were small. Meanwhile, the industry had grown from a very small business to very large proportions, and the fact that the committee placed these facts in its general outline made it possible for the railroad company to make that very little concession. I believe that Mr. Fowler and others made as many points as I did, and did fully as much, and some of them more than I. I do not know the merits of the case that Major Berry presents. If it is a just case and a strong case, and the Major will present the facts to our committee, we will take it up and present it to the railroad company. They will consider it; and no doubt correct it. They have shown that spirit to our committee, and I am sure that they will continue to do so.

MR. BERWICK: I will now move that a rising vote of thanks be given to Major Weinstock by this convention.

Adopted.

JUDGE AIKEN: Would not Major Berry's proposition properly come before a distinguished commission in this State called the Railroad Commission? They have the authority and the power to fix the railroad rate from Major Berry's part of the San Joaquin Valley. They have the constitutional power to do this, but will they do it? That is the question. Heretofore the Railroad Commission has interpreted the law according to its own estimation. They told me once that they never applied to the railroad company for anything that they did not get. If that is so, they never applied for anything, for I am quite positive they never got anything. I have served on committees similar to the one Major Weinstock has served on, and have had many interviews for many years with our fruit-growers in the effort to secure lower rates, and, gradually, rates have been lowered by the railroad authorities. I remember on one occasion, particularly, of being on a committee of fruit men who waited on the late A. N. Towne, asking for a reduction in fruit rates. After the committee had discussed the question very fully, Mr. Towne remarked that they were in the business of running a railroad, and we were in the business of raising fruit, and if we did not like the business of raising fruit we might get out of it—Mr. Towne was not feeling well that day. He further remarked that he was desirous of obtaining all the money possible that year, and that they wanted to make the

largest dividend possible. They were placing upon our traffic all that the traffic would bear to make the largest dividend. That has always been the policy of the railroad company.

MR. SPRAGUE: There is one thing connected with this raisin discussion which we have learned, and that is, that some 4,000 or 5,000 acres have gone out of raisins in the past year. Probably from 5,000 to 10,000 more acres will go out, and, gentlemen, they will go into something else—prunes, etc. I look on this raisin business in just this way: Keep on raising raisins. Dried fruit is in demand in every store.

The convention adjourned until Thursday morning at 9:30 o'clock.

PROCEEDINGS OF THE THIRD DAY.

THURSDAY, November 7, 1895.

The convention met in pursuance to adjournment. Vice-President WEINSTOCK in the chair.

PARIS GREEN AS AN INSECTICIDE.

Reasons for Its Occasional Failure.

Essay by ALEXANDER CRAW, Quarantine Officer, State Board of Horticulture.

The use of Paris green for the destruction of the larvæ of the codlin moth, and all masticating insects that prey upon foliage or fruit, is practically beyond the experimental stage. But the occasional failure of it, even in the hands of careful and experienced orchardists, would indicate that there is still need for study and investigation.

The general supposition reached, in cases where spraying has not been effective, is that the Paris green has been adulterated. This is true in too many instances, but the orchardist or sprayer is sometimes to blame, and I will point out some of their shortcomings.

To guard against fraud in the purchase of Paris green, it is advisable for orchardists to send to a reliable house, even though small amounts are required; or it could be obtained from the manufacturers in large quantities, through the Fruit Exchanges, for the benefit of orchardists. In this way a guarantee could be secured as to its purity. As a business proposition, the manufacturer will see that it is to his interest to furnish it just as produced by chemical action in the tanks, and not afterwards adulterated with arsenic to bring it up to the necessary percentage and add weight.

In its pure state it is insoluble in cold water, and when used in the proper proportions for certain plants or trees will not injure the foliage; whereas, if arsenic has been added, it is soluble and burns the leaves. In the manufacture of Paris green the precipitate in the tanks is placed on filters and cleansed by washing away all particles soluble in water. It is then dried and pulverized and is ready for use. The finer it has been ground the more satisfactory it will be as an insecticide, the more readily will it be kept in suspension in water, and be the more thoroughly diffused over the surface of the fruit or leaves in spraying. This fineness is a very important point, as it is more readily taken up by the very minute worm as soon as it hatches from the egg. An insect that is nearly microscopic in size will not pick up any gritty substance in preference to the delicate fruit upon which the female moth has by instinct placed the egg. Unscrupulous dealers sometimes adulterate Paris green with chrome green, which is nearly the same color, but costs two-thirds less, and is useless as an insecticide.

It has been suggested that manufacturers should put up their Paris green in sealed packages, with their name and a guarantee as to purity. In this way the orchardist would not be at the mercy of an avaricious jobber or retailer. In purchasing Paris green in bulk, the orchardist is compelled to take the word of the seller for an article that has passed through other hands, or go to the trouble and expense of having an analysis made, and in this it would probably be impossible to determine whether the arsenic was present at the time it was manufactured or added afterwards. It is not only time and money thrown away to be swindled in this manner, but it also means the almost entire loss of the crop. This is a very serious matter, and should be regulated by the enactment of a law making it punishable by fine or imprisonment to sell adulterated Paris green for use as an insecticide.

I have been informed by an orchardist who heretofore has been very successful in fighting codlin moth, that he lost 30 per cent of his crop this season, after having sprayed five times. Formerly he sprayed but three times each season, and not more than 1 per cent of his fruit would be wormy, even when adjoining orchards were infested. One of his neighbors sprayed three times this past season, and nearly three fourths of his fruit was infested and could not be shipped. The former purchased his Paris green from the same house that he had in previous years, but after spraying the third time he still found the worms attacking his fruit, so gave the orchard two extra sprayings. He purchased and paid more than formerly for what he considered the best Paris green in the market, still he was swindled. I desire to say a few words about the price of Paris green. It is principally manufactured in New York State, and in its pure condition is sold there at from 20 to 22½ cents per pound wholesale. With freight and commission added, it is very evident that Paris green (?) at 15 and 17 cents per pound will be a disappointment as an insecticide.

Next to purity is thoroughness of application. Some orchardists contend that it is better to go over the trees quickly with the spray, even doing the work from the wagon, but this is wrong. If it is necessary to spray, an effort should be made to moisten all the fruit, for if there be nothing to prevent it, the small worm will enter the pear or apple, and no subsequent sprayings will reach them, or be effective, unless for succeeding broods. Thoroughness of application does not necessarily imply drenching. Use a spray nozzle that will be expeditious, yet not coarse enough to be wasteful. When the leaves and fruit are moistened, any excess is solution thrown away. In a recent conversation with a grower, he informed me that his men had sprayed thirty acres of large bearing apple trees in one day, and sprayed three times; but when the crop was picked this fall he found his apples badly infested with worms. On his brother's place adjoining, where the sprayers were not making an effort to break the record as to the acreage sprayed, they had a good crop of sound apples, with three sprayings.

The most satisfactory amount of this poison for California orchards is one pound to two hundred gallons of cold water. To prepare Paris green, take the necessary amount for the tank used, and mix as a paste, in a little water. To make it more insoluble, and thus prevent scorching of the leaves, for two hundred gallons, slack five or six pounds of fresh lime in ten or twelve gallons of water, and when it has settled somewhat draw off the water and pour into the spray tank; then fill up

the tank and add the poison. After thorough mixing, it is ready for use. See that the solution is frequently stirred, as its weight, even in a finely pulverized condition, causes it to quickly settle to the bottom. An agitator attached to the pump-handle is not sufficient. A long dasher or paddle to reach the bottom and end of the tank is what is wanted. If this work has been properly attended to, there should be no deposit left when the solution has all been sprayed. Only prepare sufficient for the day's work; that is, do not leave it standing over night.

The codlin moth most frequently selects the calyx or blossom end of the fruit whereon to deposit an egg, and it is rarely that more than one worm is found in a single apple or pear. This would lead one to believe that the moth makes a careful examination of the fruit before ovipositing in order that her progeny may have the necessary food for their development. This appears to be the seeds and core. The selection of the calyx also shows instinct, as there it is more protected and the small larvæ are nearest the desirable part of the fruit. This preference naturally suggests that the proper time to apply Paris green is soon after the petals drop and before the young fruit turns down. Four or six days after the egg is laid the young worm hatches and eats a small patch of the skin before burrowing into the fruit. In doing this, if it picks up the most infinitesimal portion of the poison its career will be cut short and the fruit saved. As the fruit expands, leaving a clean surface and other moths are developing from cocoons and depositing more eggs, another spraying should be given ten or twelve days after the first. A third application three weeks after this will be found effective, unless a heavy rain should occur and wash the poison off. For late apples or pears it will be advisable to again spray when the fruit is well grown.

For canker worms and other caterpillars on apples, saw flies and slugs on pears, the same proportion of poison with lime water will be found effective. Never spray prune, plum, or other stone fruits with Paris green, unless lime water has been added, as such trees are more susceptible to injury. Keep a close watch upon your trees and apply the remedy as soon as possible after the worms hatch and before they have damaged the foliage of the trees.

Why so many fail in doing good work is because spraying has been deferred too long and the worms are nearly full grown before applying the remedy.

To sum up the matter briefly: Purchase Paris green from a reliable house. Do not buy cheap grades. Add lime water to the solution. Keep it constantly stirred when spraying. Be careful in applying; spray at the proper time, and the result will be sound crops and trees free from caterpillars.

DISCUSSION ON MR. CRAW'S PAPER.

MR. BERWICK: I would like to draw attention to one point in the essay just read. Some few years since we began to use Paris green in our orchards. The scientists told us then that the main point was to have the Paris green as soluble as possible. We were to do so many things to increase the solubility of the Paris green. I want you to remark that in the essay just read it is stated that the insolubility of the Paris green

is now the thing required. The less soluble Paris green is, the better for your trees. Any person whose Paris green is in a very soluble condition will have trouble. It is a step in advance to have your Paris green as insoluble as possible.

RESOLUTION.

MAJOR BERRY: With your permission, gentlemen, I offer for your consideration the following resolution:

WHEREAS, The fruit interests of California demand the protection from insect pests and diseases provided by law; and whereas, many counties with valuable fruit interests, particularly in the northern part of the State, are as yet without County Boards of Horticultural Commissioners; therefore, be it

Resolved, By the fruit-growers of California in convention assembled, at Sacramento, November 7, 1895, that we do request the Boards of Supervisors in the various counties to immediately appoint Horticultural Commissioners, where there are no Commissioners at present, and we further ask that a liberal policy be adopted toward the Commissioners when appointed.

MAJOR BERRY (continuing): A large portion of the time of this convention has been taken up with various views of what is the matter with the fruit interests of California. In private conversation with some gentlemen whom I have met here, I find that the men who grow a good article of fruit are successful, and those who do not are unsuccessful. I do not know whether you are victims of the effects of the codlin moth. I hope you are not. Tulare County raises the prettiest apples in the world, yet it is a rare thing to get hold of any quantity of apples there without more or less worms in them. The county is also beginning to take steps in the direction of suppressing the black scale. For these reasons and others, I would urge this convention to adopt this resolution, so that we may present it as the sense of this convention to all our various Boards of Supervisors and urge more active operations in compelling slovenly men to keep their orchards clean.

MR. MOTHERAL: The passage of some resolution that will put some sort of courage into the County Boards of Supervisors is very much needed. It is not sufficient protection for each man to spray his own trees. The codlin moth falls all over the country, and all of our apples this year are simply ruined. In my section (Kings County) the orchards were sprayed thoroughly, but in buying a poor article of Paris green we undervalued this sort of thing. I thought I was safe. We woke up at the close of the season and found we had no fruit. The case with my neighbors was the same. We lost everything in the way of apples in that county.

MR. OSBORNE: I found a new pest in our county and I wrote Mr. Craw about it, and sent a specimen of the new discovery. He wrote us five letters, which we laid before our Board of Supervisors, and showed them the new discovery that I found in Madera County. I showed them seventy-two specimens of scales that I had gathered within a week, and they ordered me to cut down the Lombardy poplar trees and locust trees at once. Well, sir, I kept carrying those letters to the Board until I have got a solid Board. The State law is ample, and all it wants is backbone on the part of the Supervisors and Commissioners to stand by it.

A. D. PRYAL: I tried a small experiment on apple trees in my orchard in Alameda County, about one and one half miles south of Berkeley.

I took six or seven sacks of soot and scattered it around. I pruned my apple trees very close. Just as soon as the blossoms came out I scattered the soot around among the trees. I have raised good apples for the last two years, and, all things considered, they are the cleanest apples seen in California for five years. It seems to me that we could effect some improvement in our apples.

A vote on the resolution offered by Major Berry was then taken, and the same was adopted.

THE RUSSIAN THISTLE.

MR. MOTHERAL: Another pest that has been introduced, and which is liable to be a great menace to the State, is the Russian thistle. Those who know anything about the ravages of that terrible weed will understand what I mean. It is now in the lower part of the State. There ought to be a resolution passed by this body, asking the Legislature to appropriate money to aid in its eradication, or our whole agricultural interest will be very seriously injured. It might take millions of money to take care of our property, and provide against the ravages of the Russian thistle. I hope that some one who knows about this matter will submit the facts to us.

MR. SPRAGUE: I reported to the convention last year, you will remember, the introduction of the Russian thistle the first time it was observed west of the Rocky Mountains, which was two years ago. I then urged very strongly that some action be taken for its immediate extermination. It was a rare opportunity for exterminating it at that time. The convention passed a resolution that this be done; that the Legislature take some action. That is about all that resulted. We endeavored to do something in our county. The situation was a difficult one. The people of Los Angeles were unacquainted with the danger, and could not wake up to realize its magnitude. They could not raise the money, as there was some difficulty in the way of an appropriation for that purpose. Furthermore, it was a slow process to assess damages. In Los Angeles County, this past year, it has made headway. It seems to me, taking the record as it stands, that it is of sufficient importance to demand an extra session of the Legislature of California, to appropriate money for the extermination of the Russian thistle. It can be done. Three years from this time who knows whether it can be done or not? Now, then, if you know what the danger is, why not appropriate a sufficient amount of money to exterminate it? No weak measure will do it. You have got to have five or six men to look up every single rod of ground within the area where the Russian thistle now is. With sufficient care we may be freed from danger. You have got to work. But it is not enough to cover two thirds or five sixths of the area. It is now in Los Angeles and Kern Counties, and is coming up the valley. It grows as high as a bush, ripens seeds every day in the summer, rolls for a hundred miles, and scatters seeds all along the route. It is an annual, so full of thorns that it cannot be handled with bare hands. It has injured, to the extent of millions of dollars, the farm lands in Iowa, Missouri, Colorado, Kansas, and the Dakotas. It crossed the Rocky Mountains some two years ago, and made its first appearance in Los Angeles County. It spread rapidly, and now covers hundreds of acres in the southern portion of the State.

It will only be a couple of years until it will rule supreme throughout every valley in the State and the foothills of the Sierra, from the Oregon line to the Mexican border. Furthermore, some people have the idea that the Russian thistle ravages only alfalfa districts. It will grow anywhere. Let it have its way for three years in this State and \$3,000,000 will be necessary to exterminate it.

MR. RIGHTER: I move that the question of the Russian thistle be referred to the Committee on Legislation.

MR. SPRAGUE: That puts it off a year. I shall not be satisfied with such reference at the present time.

MR. WEINSTOCK: I will ask the Secretary of the State Board of Examiners the question, as to whether there is any State fund that may be used for the purpose of exterminating the Russian thistle?

MR. MARKLEY, Secretary State Board of Examiners: There is not. Money cannot be taken out of the funds without legislative enactment. The situation is this: The law provides that no money can be taken out of the Treasury of the State without an appropriation first being made by the Legislature.

MR. ADAMS: The only way to get that money from the State is to create that kind of public sentiment which may lead to securing an appropriation; or, you might get some capitalist to advance the money. There is no other way to do.

Mr. Righter's motion, that the matter be referred to the Committee on Legislation, was then adopted.

BENEFICIAL INSECTS.

Essay by FELIX G. HAVENS, Horticultural Commissioner of Riverside.

Before one can report intelligently on the work of any beneficial insect in our Riverside orchards, it will be necessary to state a few facts by way of explanation.

In our valley we have about 12,500 acres planted to orange and lemon trees, and, as far as the dissemination of either insect pests or beneficial insects is concerned, it is practically one vast orchard.

Fully three fourths of these groves are absolutely free of any and all kinds of insect pests. The remaining one fourth is more or less infested with black scale (*Lecanium oleæ*), but not to exceed 1,000 acres in all is sufficiently infested to do any damage.

The black scale, however, is an insect that has been present to some extent on some of our trees for years, but had never done any damage or caused any alarm until about three years ago. At that time a few orchardists had their groves sprayed, but there was no general effort in that direction. Then followed the report of the success of the *Rhizobius ventralis* in the orchards of Santa Barbara County. Our City Board of Trustees, after an investigation into the merits of the *Rhizobius*, arranged with County Commissioner T. N. Snow, of Santa Barbara, for colonies of the beetles for distribution in the Riverside orchards. Under this arrangement about 15,000 were received and liberated in our groves during October and November, 1894. They were divided into small lots of from 50 to 100 each, and usually placed in the groves by owners.

It is safe to say that many of the beetles were liberated in groves that had not enough scale for them to live on, and consequently they had to leave or starve.

Last spring the weather was unusually damp and foggy with us, and the conditions exceptionally favorable for all kinds of insects in our orange groves. The kinds most numerous of all were the aphides, which literally swarmed in millions, daubing the trees with their excretions, furnishing a congenial soil for the spores of fungi, and gathering dust from every passing wind. As a result of the accumulation of this filth, and that of the black scale, many of the oranges had to be washed to render them marketable. In due time the native ladybirds, and other enemies of the aphides came and destroyed them, and we don't expect another such visitation until we have a recurrence of like conditions.

The presence of so much smut on the fruit was generally ascribed by our growers to a phenomenal increase in the black scale, and many of them took steps to secure large colonies of the *Rhizobii* for their groves. Others applied to our city trustees to repeat the operations of last year, and through both these means about 100,000 of the beetles were received and colonized during the months of May, June, July, and August of this year. These were placed in the groves by myself, and I was careful to put them where they would find plenty of black scale to eat, and also to put them in quite large colonies. Now in regard to the work which these insects have done, I can state that some of the orchards which were among the first to become badly infested in this valley, have been completely cleaned, as a result of these and other predaceous insects.

In this connection I will say there were nine or ten different species of ladybirds, including *Rhizobius* and *Scymnus*, among the beetles we got from Santa Barbara and Ventura Counties, and besides these the "twice-stabbed" and "eyed" ladybirds have multiplied immensely in our groves within the past year. In fact, we find very few trees with any quantity of black scale, without finding the mature beetles or larvæ and pupa cases of these ladybirds present too.

I have found the mature beetles of the *Rhizobius ventralis*, "twice-stabbed" and "eyed" ladybirds by the hundreds on some of our trees, and with these were a good many "ashy-gray" and *Rhizobius debelis*, and other species. On several occasions I have seen the trunks and larger branches of both orange and olive trees literally covered with these insects. It was very hot weather, and on some days the *Rhizobius ventralis* came down and crawled into the ground, and I found them under clods and in the soft dirt by the hundreds. This was about September 25th last. Among others who were with me and saw the same sight were Mr. Allum, of the "Riverside Press"; Messrs. Kingman and Bordwell, City Trustees, and Mr. L. C. Waite, a prominent orange-grower. In view of the foregoing, it would be but natural to think the people of Riverside would unanimously rely upon the beetles to destroy their black scale; but not so. The question I am oftenest asked is: Will the bugs eat up the black scale in my orchard so I won't have to wash oranges next spring? I cannot give assurance that they will, for my experience has been that a year must elapse after colonizing with *Rhizobius* before results can be seen, and when I tell them so, they usually decide to have their trees sprayed.

Our people have such a mortal hatred of scaly trees and smutty fruit, that very few of them are willing to allow their trees to become suffi-

ciently infested with black scale for the parasites to thrive. However, there are some orchards in which they will be unmolested, and I hope to be able next year to show more successes to their credit.

In regard to the work of predaceous insects on other scales, I would say that at one time the cottony cushion scale (*Icerya purchasi*) threatened our entire orchard industry with destruction; we spent about \$6,000 in one summer combating it, but were unable to keep it in check. Then we procured a few colonies of *Vedalia cardinalis* and put among them, and the cottony scale disappeared so quickly we were astonished. It has only reappeared in a very few trees since, and these we colonized with some *Novius Koebelei* Mr. Craw sent me, and it seems to have made complete work of the remaining cottony scale.

Until the last two years, the "soft brown scale" (*Lecanium hesperidum*) was quite a common thing in our groves. It was particularly bad on young trees set on new land, in some cases necessitating repeated spraying to destroy it. The past season it has been very largely destroyed by its chalcid parasites—*Coccophagus lecani* and *Encyrtus flavus*. In all the older orchards it has disappeared, and in the younger trees, while it sometimes gets quite a start, it is generally found and destroyed by its internal parasites before doing serious damage.

The spray that is being generally used in our orchards on the black scale is called the "Dayton Wash." It is quite cheap, and as no mixing is required, except to add water, it is not a difficult thing to apply. Its cost for labor and material is about 30 cents per tree for our large seedling orange trees, which will average from 25 to 30 feet high and 16 to 20 feet through the foliage. Fumigation with hydrocyanic acid gas, which is our remedy for "red scale" (*Aspidiotus aurantii*), costs about \$1 per tree for trees of above size. Smaller trees are less in proportion to size for both remedies.

DISCUSSION ON INSECT PESTS, SPRAYING, ETC.

MR. OSBORNE: In my experience in spraying, one of the best remedies that I have found for trees is "Little's Sheep Dip." A gallon of sheep dip to about twenty-five gallons of warm water will remove the scale to a certainty, and is harmless to the fruit. It proved to be a great success. This sheep dip of Little's make comes from England. I have also discovered that it is very valuable to kill borers in trees. This pest can be thoroughly cured by a little sheep dip. Make it strong, about in the proportion of fifteen or twenty to one. Apply it with a brush. We put it on several of our trees and some of the worms came out in our presence. When you want to open a keg of it, drive a railroad spike through it and make a square hole in the keg. Do not allow it to evaporate.

A MEMBER: I would like to ask whether there is a remedy for preventing curl leaf on peach trees?

MR. LELONG: Professor Newton B. Pierce is conducting experiments for curl leaf, for the Department of Agriculture. He has been very successful, and a bulletin will soon be published giving the formula. These bulletins, when out, can be had by applying to the Department of Agriculture at Washington, D. C.

A MEMBER: For three years we have been troubled with curl leaf very badly. A gentleman told me that the remedy for curl leaf was the

ordinary remedy for preventing the smutting of wheat. He said that a mixture of ten pounds of bluestone to one hundred gallons of water was the usual thing. I tried it, and it has worked like a charm.

PROF. WOODWORTH: The matter of spraying for the codlin moth has been asked, and I suppose the best criterion in any locality will be the value placed upon a remedy by the orchardists. The codlin moth deposits eggs throughout the entire summer season. The first spraying is the most effective, but there are several broods during the season. Rain carries off much of the poison, so do dew and fog. I would say in regard to adulterated Paris green, that I never had a bad sample. You can tell whether it is pure Paris green through a microscope by the complete uniformity of the different particles. A microscope of 250 diameters will do; you cannot do it with a hand-glass.

MR. BERWICK: Can we send samples to Berkeley?

PROF. WOODWORTH: Yes. If there is any poor Paris green we should know it. If you shake the Paris green up you can see the white grains of plaster, which is always found in a poor quality.

REPORT OF COMMITTEE ON RESOLUTIONS.

JUDGE AIKEN: Before adjournment, I would like to ask the privilege of making two reports from the Committee on Resolutions.

THE LATE L. W. BUCK.

JUDGE AIKEN: A special committee was appointed to draw up a resolution in memory of the late Hon. L. W. Buck. That committee begs leave to present the following report:

IN MEMORIAM.

WHEREAS, The Hon. Leonard W. Buck departed this life since the last meeting of the State Convention of Fruit Growers in Sacramento, over which he presided as Vice-President of the State Board of Horticulture. He passed away in the midst of his strength and usefulness, after a life well spent. His eminent success in horticulture, his late vocation, has been marked; and his advice and counsel have greatly aided and encouraged others engaged in the same occupation. The genial, kindly nature shown in his intercourse with his fellow-men had endeared him to all, and his untimely death has come as a personal bereavement to us all; therefore,

Resolved, That we, his late associates, as fruit-growers of the State, in convention assembled at Sacramento, this 7th day of November, 1895, join in expressions of sincere condolence to his bereaved family, and express to them a sense of our personal bereavement;

Resolved, That an engrossed copy of this resolution be furnished to the family, and spread in full upon the minutes.

Respectfully submitted.

W. H. AIKEN,
A. BLOCK,
R. H. HEWITT,
Committee.

MR. WEINSTOCK: I move that the resolution be adopted by a rising vote.

The resolution was adopted unanimously.

NICARAGUA CANAL.

JUDGE AIKEN: The Committee on Resolutions, to which was referred the resolution of Mr. Berwick on the Nicaragua Canal, desire to report as follows:

Your Committee on Resolutions respectfully report the following memorial to the Congress of the United States, in favor of the Nicaragua Canal, and ask that, upon adoption, copies be furnished the delegations in Congress from the Pacific Coast, by the Secretary of this convention, under the seal of the State Board of Horticulture, with a request for favorable action thereon:

The Honorable Senate and House of Representatives, in Congress Assembled:

Your memorialists, the fruit-growers of California, in convention assembled in Sacramento, respectfully represent that they are engaged in the growth and preservation for market of fruit, nuts, prunes, raisins, and olives. That these great industries have been successfully established and prosecuted, and have supplied the markets of the United States for such products. That the profitable growth of this business on the Pacific Coast demands better and cheaper facilities of transportation by sea and land than now exists; that the Nicaragua Canal would open the markets of the world to the products of this coast, and bring prompt and permanent prosperity to all our industries.

Your memorialists, therefore, respectfully represent that they favor the Nicaragua Canal, and ask that it be made, owned, and controlled by the Government of the United States in the interests of commerce

Respectfully submitted.

W. H. AIKEN,
R. D. STEPHENS,
R. C. KELLS,
B. E. HUTCHINGSON,
P. J. SHIELDS,
Committee.

MR. BERWICK: I think we all realize fully the importance of this canal business, and I ask you each and all to make a point by drawing up a petition, and have it signed by your neighbors, and then yourselves to submit it to your member of Congress. It will have a great effect, and will insure prompt action.

The memorial was then adopted.

MECHANICAL APPLIANCES.

MR. W. G. READ: Under this head I would like to introduce the subject of hulling almonds by machinery. I have worked in this line for some three or four years past, and I may say that I have a machine that has worked very successfully within the last year, and I hope it will interest all of you, as well as any one who is interested in the harvesting and taking care of the fruits and nuts of this State. I first began in a very crude way, and my first experiment was very unsatisfactory, but I have continued until I can say now that I have reduced the cost of hulling almonds at least 50 per cent under the old methods. Probably a few extracts from some letters I have will convey a better idea of what it is than what I can say to you about my machine.

Mr. A. T. Hatch, of Suisun, writes: "I am pleased with your huller; it is the first machine for hulling almonds that I have been pleased with."

General N. P. Chipman, of Red Bluff, writes: "I regard it as a labor-saving machine, indispensable to the almond-grower, if he wishes to minimize the cost of hulling."

Langford & Adams, of Acampo, write: "The huller has given good satisfaction, and we can recommend it as a great saving in the harvesting of a crop of almonds."

Webster Treat, of San Francisco, writes: "Any one who has almonds to hull cannot make a mistake in buying one of your machines."

Hatch-Armstrong Fruit and Nut Co., Acampo, write: "After using your huller for two years we are satisfied that it is all you claim for it."

E. W. Hammon, Superintendent Oak Shade Fruit Co., Davisville, writes: "I am well pleased with its work. We have finished the Nonpareils and I X L's, and I cannot see but what they look as well as though hulled by hand."

W. H. Marden, of Davisville, writes: "It is a saving of 40 or 50 per cent over the old method of hulling by hand."

Anderson Bros., of Davisville, write: "We have used your huller for two years, and can cheerfully recommend it to any one who has almonds to hull."

General John Bidwell, of Chico, writes of the huller: "Out of 70,000 pounds of 'stick-tight' almonds, the machine did not break or seriously injure to exceed one per cent of the meats."

MR. SPRAGUE: What is the capacity of your huller?

MR. READ: We manufacture the machine in two sizes—one to be operated by hand with a capacity of one ton per day, and the other, a power machine, with a capacity of three tons per day. Of course the capacity varies, according to the condition and varieties. I would advise having the machine with a capacity of three tons a day. I sent one to Mr. A. T. Hatch, of Suisun, and it works successfully.

MR. SPRAGUE: What is the cost?

MR. READ: \$65. I will say that it will do the work at an average cost of 40 cents per hundred pounds, and with a large variety like the I X L, that can be evenly assorted, it will do much better.

MR. SPRAGUE: What is the expense of doing that work by hand?

MR. READ: From 75 cents up. It is safe to say that any almonds that can be hulled for 75 cents by hand, can be hulled for 40 cents by this machine.

A new fruit-carrier, containing six trays of twelve pieces each, separately suspended, called the "Gilbert Improved Fruit-Carrier," was exhibited and its merits discussed.

A recess was then taken until 1:30 o'clock.

AFTERNOON SESSION.

The convention met after recess, at 1:30 o'clock. MR. R. D. STEPHENS in the chair.

PRUNING FRUIT TREES IN THE VISALIA DISTRICT.

Essay by Major C. J. BERRY, of Visalia.

I was requested to prepare a paper on pruning—this old, hackneyed subject, one which every self-claimed horticulturist in our State can talk about from now until Christmas, and about which no two of them will agree, or ever can be made to do so. I rather think the subject for me to discuss is not "How to prune?" but "How not to prune?" If one does right in the first proposition, he cannot do wrong in the second. Observation has shown me—experience, too—that if there are only two ways of doing a thing, invariably a man, or the man, will do it wrong on his first effort. There must be some sort of a twist in human nature to cause this. I have often wondered why it is that people who write

books or newspaper articles about tree-culture and tree-pruning, lay down in their writings such instructions that, if carried out generally throughout our State, in some localities, especially, would result in sure disaster. It will be admitted that horticulture is a progressive science, and not an exact one. Such being the admitted fact, then why should everybody, in every part of the State, prune their orchards the same way, as laid down by writers on this and kindred subjects of horticulture? It has always seemed to me the supreme illustration of vanity and conceit for some important fruit-grower, engaged in the business south of the Tehachapi range, or some one of the same kind raising fruit in the Sacramento Valley, to visit the district of Visalia and criticize our mode of pruning trees, without thought of the fact that the climates two hundred and fifty miles north and two hundred and fifty miles south of Tulare County are entirely different, and the soils, too; yet, the statement is made by these self-styled horticulturists, that we of this part of the big San Joaquin Valley do not understand fruit-growing, because we do not follow suit in their way of pruning.

Permit the writer to say that this age is one of improvement in horticulture just as much as it is in locomotion, and for one I must protest against ironclad rules in pruning. Experience in fruit-growing gives any of us our best lessons, and my experience in growing peaches in the Visalia district will be given, and the results, and from that, you gentlemen of this convention can draw your own conclusions.

Peach Trees.—In the spring (March) of 1891, I planted a peach orchard of 70 acres. In February, 1892, I planted 52 acres more. The trees in both instances made phenomenal growth—a characteristic of our climate. In the winter of 1892 I cut the tops (main limbs only) off the 70 acres of trees, and if some limb was pinching at the crown I clipped it out, but there was no cutting done over the entire tree, like a barber cuts a man's hair.

That summer (1893) the peach crop from that 70 acres sold on the trees for \$2,500; but the trees made such rapid growth that I made up my mind to top them in June, my object being to prevent the wind from having so much tree top to work on, and thus prevent breakage. Observation showed me that the growth of the trees was not checked, but instead of being continued vertically, it was made horizontally—to me a very desirable object. The following winter I did not prune those trees at all, but pursued the same course with the 52 acres as related about the 70 acres. In the summer of 1894 I cut the tops off the entire orchard, excepting on a block of Salways. The peach crop was sold on the trees for \$13,500 that season. In the winter of 1893–94 the rainfall in our section was very light, and observation showed me that trees made very weak fruit buds; indeed, during the season of 1894 I did but little cutting, only taking out such limbs as were being pinched at the crown. I left my entire peach orchard alone, excepting the block of Salways mentioned, which I pruned in the winter time—Sacramento Valley fruit-growers' style. The results were that my crop of peaches on 112 acres was 1,100 tons, and on the 10 acres of Salway peaches it was less than one ton. There occurred in our section a severe frost on the 4th of April.

The orchardists of our county who carry out the severe pruning process advocated for our peach trees had scarcely any crop, although

some of them adjoined me in their orchards. From this description of pruning and results, it will be seen that I am an advocate of summer pruning only. It is but fair to state that in our section of the State there occurs a dormant season in midsummer. There are two seasons in the same year. Many of the short crops, like melons, potatoes, etc., produce twice in our region. It is at that summer dormant season that I do the pruning of peach trees.

Prune and Plum Trees.—After the first cutting back of the first year's growth in orchard form there is no more pruning done to these trees. If some limbs begin to pinch at the crown, those are taken out entire during the winter season.

After our prune trees have made a certain growth in height, 15 or 16 feet, they then make a fruit-spur growth almost entirely. One block of my prune trees, nearly 10 acres, four years old, averaged 400 pounds of fruit to the tree, and three fourths of the fruit dried 40-50's.

Pear Trees.—I keep the suckers down and the water sprouts out of the middle of the tree, and produce larger, juicier, smoother, richer Bartlett pears than are grown in any part of California, and more to the acre.

Before closing this article, the question will suggest itself to the fruit-grower's mind, while Major Berry's trees yielded such a heavy crop of peaches under his system of pruning, what size was the fruit? In reply, 546 tons of those peaches were delivered to a cannery in San Francisco, and the contract was for fruit 2½ inches in diameter and upwards. Less than 10 per cent of the entire crop went under that size.

It is a difficult matter to write down any method of pruning, and I think it is an error on the part of our horticultural writers not to advise that those who are making fruit-growing a profession ought to have some practical lessons in this very important branch of our business.

THE QUESTION-BOX.

Question, *How are young olive trees treated, one year old?*

Answered: The best way to treat olive trees is to let them alone. Very little pruning should be done to the olive tree while it is young.

MR. ROEDING: I am a grower of olives in Fresno County, having about 75 acres. I use extreme care in transplanting them. In shipping trees, I always cut away enough so as to leave no foliage. A tree that stands 4 feet high, I cut down to 3 feet. If you set out the tree in January or February, when it is dormant, it will remain that way during the entire season; but if you plant it during the month of March or April, it will continue growing without stopping, provided you give it proper care. The first year we never touch—that is, prune—the olive tree. The following year prune off all the branches below 16 or 18 inches high. The third year prune off about 8 inches; the following year about 18 inches, and the next year about 36 inches. By pursuing this method you get a very compact tree. If we allowed the tree to grow without pruning it would overbear. I have found that where they do not prune, the trees grow so tall that you cannot do anything with them. The olive tree does not require as much pruning as the peach tree. If there is no pruning there

is a thinning out and shrinkage. That is why the olive tree should be planted so much later in the season than other trees. I have set them out in May and had them do well. I think you would find the same difficulty if you set out an orange tree in the month of February. You would not make much of a success of it.

MR. HEWITT, of Pasadena: It is necessary in Los Angeles County to cut back the limbs, or else the tree will not live. I planted out some trees three years ago last May in Pasadena, cutting back all the standing branches within about two inches, and they have made the biggest growth of any that have been planted in Southern California. The question of cutting back for the first three or four years resolved itself into whether the grower preferred to have a systematic, shapely tree and wait six or seven years for the fruit.

MR. ROEDING: What age trees were the ones you were speaking of?

MR. HEWITT: The trees I planted were two years old or thereabouts.

Question, *Does summer pruning of deciduous trees injure, or what benefit, if any, is there in summer pruning?*

MAJOR BERRY: The essay on summer pruning, prepared by myself, answers this question fully. The country extending about two hundred and fifty miles north of here and two hundred and fifty miles south is growing deciduous trees. In these localities different climates and different conditions prevail. If we prune our trees in winter time, immediately there will grow three, four, and sometimes five shoots, and they will grow in clusters four, five, and six feet high, like whips. And this is about the average growth. If you take out one or two or three of these branches, you must understand it naturally weakens that part where there is a chance to grow, and your fruit is not sweet. I speak, of course, only of our district. I have changed my idea altogether in regard to the pruning of peach trees. Under these conditions it will give you a peach tree whose diameter at the base will measure from 9 to 10 inches, so you can understand that the growth of these trees is simply phenomenal. I tell you these things to illustrate that we have a phenomenal tree growth. Since I have adopted the plan of summer pruning, as described in my paper, the trees make a lateral growth and not a vertical growth. I have adopted that plan, and it has been very successful.

MR. SPRAGUE: I would be glad to know whether in other districts the result of summer pruning in diverting the growth is the same as in Visalia. Most people thought that summer pruning forces a lateral growth instead of a vertical. I would like to know if that is a common experience.

MR. RIGHTER: It is true that for a certain length of time in the spring the tree ceases to grow, and summer pruning has a tendency to give it plenty of growth. It is not growth, however, that we are looking for; it is fruit. It always seemed to me like a pure case of unalloyed nonsense to cut a great lot of wood from a tree, and then let it go to work to reproduce the wood. It is wholly uncalled for. I know one man, who is a man of sense and observation, and he has never had a pruning knife in his orchard, and he has raised more fruit than any one in his locality. Now, he is a very shrewd man and a man of sense.

MAJOR BERRY: I believe Mr. Righter is correct. I agree with him in the main. I am a very poor advocate, indeed, of slaughtering trees.

Now, the way I prune a tree is this: After the first year's planting I cut it down to within 10 or 12 inches, and that is all the pruning I do to that tree. I don't call it pruning taking out a limb here and there, in order to let the other large limbs have a chance. I prune my trees while the fruit is on them. A neighbor of mine, following out the old idea in the second year of his prune orchard of 100 acres, was induced to try the plan adopted in Santa Clara County. I told him then not to make a mistake, and the result was he had no fruit whatever in the third year, and mine averaged 144 pounds. This year I dried his fruit for him, and his trees were planted the same time as mine. He got \$3 83 a hundred, and we got \$4 25.

MR. RIGHTER: Major Berry says that he pruned the trees while the fruit was on them. I thought I was very smart at one time, and I pruned that way and got the worst of it. I concluded then that it was not the wisest way to do. One other thing: I'd like to know what these people are thinking of in cutting away the lungs of a plant?

MR. SPRAGUE: I am very glad that point has been brought up. Is it not true that, at the time when the tree is almost dormant in the winter time, if you cut it then the injury to the organism as a whole will be less than when you cut it in full activity? It seems to me, reasoning from general principles, that this is a very bad policy, and that we should be mighty careful of this thing of summer pruning.

MR. THOMPSON, of Pasadena: It seems to me that because they do not make a sufficient amount of wood, it requires a rigid summer pruning. I'd like to know about Mr. Berry's trees in the first four or five years.

MAJOR BERRY: After the first year's growth, there is a change on all fruit trees. Every time you cut a limb off you check the growth.

QUESTION: How old is the oldest orchard you have?

MAJOR BERRY: Five years old this coming spring.

MR. ADAMS: My recollection is that the place next to his has a good deal of alkali in it. There is a good deal of difference between his and the others.

MAJOR BERRY: That is not all alkali.

MR. ADAMS: Well, I wanted to know something about it.

MAJOR BERRY: Well, the facts are these: When you have a warm sun and good weather in your favor, it will work miracles. At the same time, we do pretty well, and you can make up your minds that the fruit grows faster than at any place that I have seen in my life.

Question, Should the renting of orchards to Chinese be encouraged?

Cries of "No, no," were heard from all parts of the hall.

A MEMBER: I am one of those who said "No." I won't sell to a Chinaman. When you sell to a Chinaman, the man that dries his own fruit has got to take the price of Chinese dried fruit in the East. They call it Chinese dried fruit. Now, the Chinamen come into our country and buy orchards. This year they have found us in the hole. Next year they will buy more orchards than they can afford to, although they figure on a profit. The fruit in our country to-day, as a general thing, is very poor, and some of them, I admit, make very good fruit, but where one makes good fruit, others make fruit that is not fit to put on the market. When they are going to sell it they will pour water on it, five or more buckets, and then stand it out until it swells into large proportions. There is always some sucker to buy it for about 2 cents a pound

less than he could buy good dried fruit. I have seen Chinamen go to market and sell, right by the side of me, boxes that they said weighed 165 pounds. I had them weighed, and they weighed exactly 100 pounds. It demoralizes the market and will drive us all out.

MR. WALTON: Upon that point there are serious objections. I will point out one: A man who rents to a Chinaman feels that he is an irresponsible person, and binds him up tight by a contract to control that fruit. They immediately make a respectable shipment, say a carload, and some gentleman representing the buying firm rides through the country and sees this fruit and fixes a price. Then there is a consultation between the owner of the orchard and the Chinaman, and the owner unites with the buyer, regardless of the protests of the Chinaman, and makes a sale right then and there, long before any of the fruit is fit for market. It is a very serious question to the fruit industry.

GENERAL CHIPMAN: I live in a county where there is more encouragement given to Chinese as tenants than in any other county in the State. The question is: Shall we rent our lands to Chinamen? There are a good many views on this aside from the one affecting our taxes as fruit-growers. I am not going to touch on that subject. It does affect the fruit industry and the prices of California fruits in the East to have a cheaper quality sent on from this State. If you sell a cheap quality of some article, people will buy the cheaper quality. Now, you come with me to the town of Vina, where they have Chinese labor, and you cannot come to any other conclusion than: We ought not to rent our lands to Chinese. Fifty to one hundred Chinese came there, and lived in one house as large as this room. They did not come to live there. They were practically a nuisance in that town. I do not blame the people for running them out. I was in the county when they went out. That was the way it was for twenty years. They had no school-houses. I am in favor of driving them out of the country, and all we have to do is to stand by the American programme of building up towns and school-houses.

SENATOR HALL, of Placer: I shall say just one word on this occasion. I do not advocate, in any way, letting ranches to Chinamen. Some of the reasons why so many men let their ranches to Chinamen are that it is well known throughout our section of the country that Chinese can make money on a place where a white man cannot, and that white men are unable, at the rate that fruit sells for, to make a living, and, in order to get something out of their orchards to live on, have to rent to Chinamen, who can live cheaply. There was really nothing else to do except to let those ranches to Chinamen, under the circumstances. Still, the Chinamen, through their industry and persistency, succeed not only in paying their rent, but also get a little profit out of it.

Looking over this body of men and listening to their ills my sympathy goes out to those who are struggling against fate. First, we had the question of freights and transportation, and the difficulty of getting markets in the East. Then there was the last straw of all to break the camel's back—the Russian thistle, making its way from the South to the North. What are the fruit-growers going to do? It seems to me as though every man was desirous of running from the business, and that there was no prospect in the future toward making a success of the business. I wish that some man could state some way to overcome these obstacles in our way, eventually making the business a success.

But I am digressing from the question, and I only intended to say a word to justify those who, while honestly opposed to Chinese, let their ranches to Chinese.

A MEMBER: While I am here to talk against the Chinaman, still I cannot shut my eyes to the fact that they are people who are necessary. I like a good Chinaman better than I do a bad white man. He is a pagan, but a man for all that. Why should we not rent to a Chinaman? The Chinese cultivate the ground, and I do not see that it is not just as good a thing to rent to a Chinaman as to a white man. Now, this year they came down to us, and they put up good fruit, and were a law-abiding class of men. My neighbors will bear me out, as far as they know my methods, that whenever I can employ an American or white man I will do so. I got white labor, and they were not there forty-eight hours before they got drunk. Why, these men acted like wild men. I was afraid. One night I was really afraid for my life. Meantime, I went down to Fresno one night. My foreman was with me, and he told me he went into one saloon, and pretty soon a fight arose. Seven fellows were fighting, and he recognized them as our men. Next morning they were sent to jail. Now, these are the white men. I submit to you whether it is best to employ Chinamen who will attend to their business in a decent manner, or white men who will spend their wages in saloons.

A MEMBER: The main fact to be considered in this question is that the fruit-growers could not make their expenses within the past two or three years, and have resorted to renting to Chinese. Few men all over the United States have been able to make their expenses in the last two or three years. I know of a man from Indiana who had 240 acres of the best farming land in the State of Indiana, near Indianapolis. He had been unable to make his expenses on the place. The farm was well stocked with blooded cattle and horses, and he was under no mortgage whatever; and he traded that 240-acre farm and ten lots in Indianapolis for 12 acres of prune land in San José, this week. It looks to me as though it resolved itself into the fact that some orchards did not pay. There are peach orchards in at least six or seven States east of the Rockies, and they seem to be very successful. Georgia, for instance, this year shipped 2,600 carloads of fresh peaches, and there are other States that have done as well. Shall we keep on raising peaches and those things that do not pay? Why not raise those things that are not raised east of the Rockies—prunes, and the like? We can just as well devote our time to raising those things that we can sell and make a profit. I believe that where there is a will there is a way, and that the fruit-growers of California can make the business pay if they start at it in the right way. It can be done within a very few years in this climate, more especially in Tulare County, and very quickly the fruit-growers can introduce things that will sell at a profit. The fruit-growers of California ought to make it a point to raise those things that are not raised east of the Rockies, market them themselves, and, if we are obliged to hire the whole Chinese population, employ them to do our work, and employ other good men, and run our ranches ourselves. I believe America should be for Americans.

MR. BOGUE: A good deal depends on ourselves in this question. I have got an orchard near Marysville planted out in fruit. Two years ago last May a Chinaman came along and wanted to lease it for a term of years. I did not care much for the orchard, as I had my other

work to attend to. I took some time to study the question, and at last I rented that orchard on contract for about twenty-two years. General Chipman drew up the contract. Now, when I let that orchard to that man it was in good condition, and the question comes in, is it profitable or advisable for fruit-growers to lease their orchards to Chinese? The Chinaman will not go to work and cultivate and care for an orchard. They will not do that. When the time comes to pick their fruit, what little they do pick, they take long poles, and the peaches are thrashed off the trees with these poles. A gentleman told me a year ago last summer that he could not find a peach in California that was fit to eat, and I do not wonder thereat. Well, I broke the contract last fall, and I took my orchard back. If I hadn't done so, I wouldn't have had any orchard.

GENERAL CHIPMAN: My friend, Mr. Bogue, has a very desirable place, and, as a lawyer, once in awhile I draw up contracts. Well, Mr. Bogue got it into his head that he wanted me to draw up a contract, and I did so. I told him the thing would happen exactly as it did happen. However, I drew up the contract for him. My friend Bogue got the Chinaman where he wanted him, and the Chinaman didn't do anything of the kind.

Now, while I am on my feet, I want to say that we are trying to break up the large land holdings in this State. The farmers wanted to grow wheat at a profit, and they were looking up some way by which they could hold on to their places, and some of the large land-holders in my vicinity struck on the idea of renting to Chinese, and most of the leases I drew up were for long terms of years. This renting of orchards to Chinese did not produce a dollar of profit to the State. The State was out about \$12,000 income by this method. It was a great temptation to the land-holder to find that he could build up a sufficient income by renting his orchard to Chinamen on ten-year leases. The time is coming when the large land-holder has got to quit. They have got to withdraw their farming operations, and offer the people some means of making a profitable living, by breaking up their holdings, so that there may be more diversity of products. What else have you got to offer as an inducement to live in California? This diversification of fruit-growing is going to make it possible for the large land-holder to get back his money. You can do it if you want to, but you will not, so long as you make ten-year leases to Chinamen. In that time, the Chinaman can make himself rich and go back to China, leaving to the owner of the land a worn-out orchard, which is of no value whatever.

Question, *Is female and child help satisfactory during fruit harvests?*

MR. HUTCHINSON, of Fresno: In drying fruit, I do not know in our county how we could get along without female help. They come from the city to our ranches during the season, and make good wages, and they are of good character, so far as I know. During the season I employ about twenty ladies to cut fruit, and the average amount that they earned at the work, cutting 60 pounds to the box, this year was \$1 65 per day, so you can see that they do good work. Chinamen get the same prices, and they will earn just about half of that. They have only been able to make 5 cents where the girls could earn 15 cents. I don't know how we could get our fruit dried if the ladies did not turn out and help. There are about eight hundred women at Fresno engaged

in packing raisins and other fruits. The Chinamen do not begin to compare with the women in speed, care, and quality of the work, and the latter take care of the money and put it to good use. I will say that the neatest work I have ever seen done has been by women.

MAJOR BERRY: The swiftest cutters I have employed have been young girls, twelve years old and upward. It is the best labor I can get, although my good wife opposed that. I employed fifty-two young girls. Boys make first-rate workmen picking prunes. There was a movement on foot to put off the fall school-term a month, in order to give the boys the full benefit of the fruit season. I have paid the girls in salaries, \$6,980 this season. Every girl dressed herself up in new, clean clothes, felt that they were somebody, and not a dollar of their earnings went into the saloons.

A MEMBER: I will say that the orange crop of Southern California is packed by ladies. We find them much superior to men and much more reliable, so much so that I am afraid a man cannot get a job down there at this work.

A MEMBER: I will say that the grapes around Woodland are entirely picked by ladies. They are always there in time to do the work. The men employed are sometimes there, and sometimes not. Japanese help is not always reliable. Around my place I sometimes employ Japanese to pick grapes. One day they are there, and the next day nearly all of them are drunk. I cannot depend on them. Female help is the most satisfactory help we have.

MR. SPRAGUE: I think the male sex is getting it very hard just now. I knew a man in Los Angeles last year who tried for two days to get work of that kind, and failed. He could get a job quick enough if he were a woman. With the exception of the Earl Fruit Packing Company, no one but ladies are employed to pack the orange crop of Southern California. If this goes on, the men will have to get off the earth, and let women take their places. There is another point: No one ought to employ too young help. I do not think that girls under ten years of age should be employed.

GENERAL CHIPMAN: The employment of women and children helps to settle the country. A man will come to the country with his family, and will have to make his first payment before he can make anything out of his land. But if he can send his children out to work to help the older orchardists, then he is safe from his creditors, and can make enough money to keep up his payments. Two years ago this discussion would have raised a great deal of ferment in this convention. The large bulk of the men of this State, men who produce fruit—the small orchardists—never have counted on alien labor, which enabled the large orchardists to crowd out the small ones, and have the same old thing over again. Instead of large wheat holdings, we have large orchards.

MR. WALTON: In discussing this question, in regard to the employment of children, it seems to me that but little attention has been paid to the boys. We commenced a little over ten years ago to pack canned fruit for market. At that time we were hard up for labor, so when we commenced the packing, we got small children to help us. The trouble was to take care of them, so their mothers came with them, and we hired a hall for their accommodation. It was really a kindergarten, but we took care of the children in that way. They were four, five, and six years old at that time when we set them cutting fruit. They are now

fifteen years old. They fared as boys usually fare at that industry, and earned their living, and showed no trampish proclivities. In regard to the danger of putting children to work too young, I believe that it is proper to protect them from evil and improper company, and I believe that the system of small orchards, where the entire family work, will completely solve the tramp question.

Question, *Should the fruit-growers continue to pay a commission of 7½ per cent for selling their fruit at auction?*

MR. ADAMS: Almost everything has declined in price, except the commissions on auction sales. Some people have said to me that they would come down with the rest of things.

A MEMBER: Does the Union Auction Company of Chicago charge 2½ per cent, and do the commission men usually get 5 per cent?

MR. ADAMS: Everybody knows that the organization does not pay the commission. We must pay the bill. We shall not have to pay when properly organized.

A MEMBER: Protests have been made against the high rates charged for selling fruits, both green and dried. The whole transaction—shipments, sales, and return—involves less than two weeks, and yet we have to pay 7 per cent commission. It is a very heavy percentage. It is exorbitant.

GENERAL CHIPMAN: You have got to consider this question in a logical manner and in a business way. The commission man takes no risk, and you have to pay a profit on all that he does. You pay a profit on the icing, freight, and handling, and he gets his 7 per cent commission all the same, even if it takes the whole price and leaves the grower nothing. It is only one of many evils that we have to overcome. If ordinary business methods were pursued, we would have to pay no such commissions. The growers should ship their fruit and make their own sales, without having to pay that large commission.

A MEMBER: Take the dried fruit commission. It is 5 per cent. I am about to sell my prunes. Now, the gentleman who is conducting that business has simply telegraphed to Chicago to get an offer for my prunes. I could do that myself. He ought not to charge me 5 per cent commission for this. I think it is a pretty good profit. The fruit-grower should simply say he won't pay this commission. Seven per cent is too much for so short a transaction on green fruit, and 5 per cent is too much for dried fruit. There is no work at all.

MR. RIGHTER: As I understand it, we also pay on the freight.

MR. STEPHENS: They pay on the gross receipts.

MR. MURPHY: At one time we paid as high as 8 per cent. We paid for one or two years 8 per cent. They sell a car in seven minutes, and each car will average over \$1,000, and that is a premium of nearly \$100. All the expense there is about it is the printing of catalogues and telegraphing. Why should we submit to it? We ask a reduction in railroad rates, and we should have a reduction in commission rates. Just think of the hundreds of cars that were sold East that averaged over \$1,000, on which they got their 7 per cent. The growers should refuse to pay it. There is one way to remedy that. Your fruit will sell in New York, Chicago, or any other city, by any man. The people want the fruit and it sells itself. It is not the commission man who sells your fruit. The proper way to do is to hire your own auctioneer. Let every

county organize an association, and let them hire an auctioneer by the day or by the year. That is one way, I believe, to kill this thing of paying 7 per cent for green fruit or 5 per cent for dried.

MR. RIGHTER: I suppose that you pay 7 per cent for the use of that money for five days. Why not pay the freight on that end?

MR. STEPHENS: I will state, for the gentleman's information, that the freight is not paid until the car arrives at destination.

MR. RIGHTER: Then you pay 7 per cent for no time at all.

MR. SPRAGUE: There ought to be some action on our part looking towards coöperation. There is no use for us to cry out, "What's the use?" until we can make up our minds to do something. If you can start at this meeting of the Fruit Growers' Convention to do something, very well. If not, you might just as well shut up about coöperation. It has not been followed up. I am unwilling to say that it cannot be done. It can be done. We must get up and do it in the right way, and when you have found how to coöperate, you will be able to do so practically, as fruit men, entirely apart from Mr. Earl or Mr. Porter. Begin at the beginning by coöperation. It is the only remedy.

Question, *Is there any known remedy for the strawberry-root borer?*

MR. CRAW: The best thing to do is to take up the vines.

Question, *What results can State coöperation accomplish? What of these should be first attempted? What will it cost each incorporator to have these things done?*

MR. WALTON: In the first place, in order to speak intelligently on the subject of coöperation, we ought to understand what coöperation among fruit-growers is, and I will define it in this way: It is doing our own business at cost. Who are coöperators? Those persons who will submit their product to pay the expenses of coöperation. In the transaction of that business there are two points which are very essential before any great degree of advancement can be made in coöperation in the matter of marketing and handling our fruit products. The California Fruit Exchange was the result of a convention held at Los Angeles and a convention held in San Francisco. A board of directors was elected, consisting of seven active fruit-growers, who spent a large portion of their time in trying to organize the fruit-growers of the State into local associations. We found that, in order to prevent one section of the State competing against the other, it was necessary that the entire State should take up and adopt the same system. It was a question whether there should be State organization first, or whether local organizations should be formed first, and the State organization be organized by the local organizations. The latter course was adopted. There are now twenty-two local organizations in the State. At a meeting of the directors last January a movement was made to make a central organization out of those already formed, and to that end there was a concentration of these organizations in Santa Clara Valley. Mr. Righter, who is a director and a member of the Board of Control, can give you all the information as to the results of that concentration.

MR. RIGHTER: The concentration to which Mr. Walton refers is the result of the combination of organizations in Santa Clara County. They united and formed the selling agency known as the "California Dried Fruit Agency," located at San José.

The adopted plan of organization is as follows:

The West Side Fruit Growers' Association, Campbell Fruit Growers' Union, East Side Fruit Growers' Union, and Santa Clara County Fruit Exchange, and such other coöperative fruit associations as shall hereafter be elected to membership by a majority of the Board of Control at a regular meeting, shall form an organization to be known as the California Dried Fruit Agency, for the purpose of selling the dried fruit products of these concerns, and attending to such other matters as may be assigned to them.

Each Union shall operate as a packer as it has been doing in the past, and shall prepare its product for market in such manner and under such brand as each shall decide. All fruit shall be graded in a way which shall hereafter be adopted by the Board of Control. Whatever fruit sold through this Agency shall by brand indicate where grown.

This selling agency shall be managed by a Board of Control, consisting of one representative from each Union and Exchange now becoming parties to this contract, which representative shall hold office during the pleasure of the organization which he represents.

The Board of Control at their first meeting shall elect a President, Vice-President, and Secretary. The President and Vice-President shall perform the duties ordinarily pertaining to such offices. The Secretary shall keep full minutes of all meetings, and shall be the custodian of all records of the Board.

The Board of Control shall also elect a Manager, who shall not be a member of such Board. He must be elected by a two-thirds vote of the full Board. The Manager shall be a general executive officer, and shall conduct all business under the direction of the Board of Control. No member of the Board of Control shall be elected to, or hold, any position to which any compensation shall be attached, except as hereinafter provided.

All officers shall hold office at the pleasure of the Board of Control.

Regular meetings of the Board of Control shall be held once a month during the year; three members shall constitute a quorum for the transaction of business. Special meetings may be held on call of the President, or of any three members of the Board of Control, twelve hours' notice thereof being given to each member.

Each member of the Board of Control shall receive a fee of \$2 50 for each meeting that he attends.

The Board of Control shall establish agencies throughout the United States and Canada, and shall conduct the business of selling dried fruits, etc., on the general lines which have been established by the trade, and shall take such steps toward advertising and making known the value of dried fruit as a food product as to them shall seem proper.

All agencies shall be bound to represent no other shipper or dealer in dried fruits, where it is practicable to make such agency.

The Board of Control shall arrange for the purchase of supplies at wholesale, and furnish to members when desired, at cost.

This organization being perfected, the several concerns hereinbefore named shall make and constitute it the sole agency and means of sale and disposition of their entire product, by means of the contract herewith inclosed.

It is also agreed that the foregoing conditions become a part and parcel of the following contract, to be signed by the several Unions:

This Agreement, made this —— day of ——, 1895, between ——, California, a corporation, organized and doing business under the laws of the State of California, party of the first part, and California Dried Fruit Agency, party of the second part,

Witnesseth: That whereas, the West Side Fruit Growers' Association, Campbell Fruit Growers' Union, East Side Fruit Growers' Union, and Santa Clara County Fruit Exchange, are corporations, organized and conducting the business of drying, curing, packing, and shipping of the fruits raised by their stockholders and others; and,

Whereas, it is desirable to facilitate the sale of dried fruits when prepared for market; and,

Whereas, the said party of the second part is agent for the said corporation, under the same terms and conditions herein provided; and,

Whereas, it is desirable and necessary at all times to have for sale, to meet the present demands of the market, a certain quantity of fruits of the several kinds;

Now, therefore, in consideration of these premises, the party of the first part hereby appoints the party of the second part their sole selling agents, for the sale of their this year's product of dried fruit, upon the terms and conditions as follows, to wit: The parties of the second part are to thoroughly advertise the Union and its products throughout the various markets of the world, by means of circulars, agents, and such other means as may be found practicable, and are to sell as far as possible f. o. b. the shipping point, for the highest price obtainable from time to time. And in case f. o. b. sales cannot be made to advantage, shipments shall be made to, and sales effected through, such approved authorized and responsible agencies as shall be established from time to time by said party of the second part.

The prices at which said dried fruits shall be sold and offered for sale shall be fixed from time to time by the party of the second part.

The said party of the first part shall have the right to at any time offer or withdraw from sale any of its products, save and except as follows, to wit: If at any time no fruit be offered for sale by said first party, or any other of the corporations above mentioned,

then in that case the said party of the first part shall place at the disposal of the second party, in order to supply the present demands of the market, such proportions of the output as shall be deemed necessary by the Board of Control of the second party, not exceeding 25 per cent of the fruit on hand, to be sold at such times and prices as said Board of Control shall deem expedient and proper.

Whenever sales are made and no choice of brand is made by the buyer, they shall be filled from the fruit of each party who is offering that grade of fruit for sale, in proportion to the amount offered by each, so far as practicable.

In the case of f. o. b. sales by the Board of Control, the said Unions shall have the right to transact all the business and collect the proceeds, through its own officers. In cases where the fruit shall be shipped to Eastern agencies for sale, the business shall be transacted through the officers, and in the name of said second party, unless otherwise specially provided by the Board of Control.

To defray the expenses of establishing agencies, advertising, and selling, there shall be charged, and said first party shall pay to said second party, 5 per cent as commission on gross selling price of said fruit, and on June first of each year an account of all such receipts for commission and of expenses shall be rendered to said first party, and any excess of commission and receipts over such expenses, and any losses which may be incurred, shall be returned and divided among all the said parties, in proportion to the gross amount of sales.

It is further provided, that on the execution of this agreement the sum of \$250 shall be deposited with said second party, to defray expenses incurred in advance of sales, which said amount shall be credited on account of commission thereafter to be earned by said second party, as herein provided.

The parties of the second part agree to thoroughly advise parties of the first part from time to time regarding conditions of the market, and to consult with the party of the first part as often as necessary regarding the matter of selling prices.

It is also agreed that the brand of the parties of the first part may be stamped on all goods shipped under this contract; and it is further agreed that the parties of the first part shall be advised regarding names of purchasers of each and every carload of fruit sold under this agreement.

Each one of the parties of the first part shall give a good and satisfactory bond of \$2,000, for the faithful performance of their part of this contract.

Signed this _____ day of _____, 1895.

The cost of marketing this large output was greatly reduced. The 5 per cent commission charged paid all the expenses of establishing the agents of this agency throughout the United States, paid for the office furniture, the advertising, and otherwise pushing the goods of these four organizations, besides leaving a considerable sum to be returned to those corporations, in proportion to the quantity of fruit each sold through this agency. There was also a great saving in the purchase of supplies.

You say we can do something in the matter of coöperation, and that we *must* do something. You then begin on a high key to talk about coöperation, and after talking so long that nothing more than talk can be done that season, you pass long, strong resolutions, and thus end your year's efforts. "You will be taken care of," provided you take care of yourselves, but not otherwise. You have been talking for two or three years about coöperation. You do a little more *talking* each year. Year before last you unanimously passed resolutions favoring coöperation, and last year you resolved and re-resolved. So long as you coöperate in this way you will do nothing but talk. If you cannot be induced to go further than this, you will all rapidly move on toward bankruptcy. Not a few fruit-growers believe that "Santa Clara Valley alone will produce, when all of its prune trees are in full bearing, as many prunes as this country has ever consumed in any past year." If this be true, you ought to have the control of the marketing of your product and be in a position to market it wisely. You ought now to be making vigorous efforts to vastly increase the consumption of dried fruit. You are ready to resolve, doubtless, but that will still leave you on the road to bankruptcy. You will never do anything without trying. The way to coöperate is to coöperate. I believe you will coöperate when you are forced to do so, but not sooner.

The Sheriff will have to teach you its importance. You ought to have your own agents in every part of the country, and they should be the best to be had. These you can get, since you have all there is in your line to offer. This is more than any one else has. Being able to offer your agents better inducements than any one else can, their selfish interests will impel them to do more for you than they would do for any one else, because that is the most profitable course to pursue. It is to their interest to work honestly, wisely, and conscientiously, since any other course would result in their losing your account and thereby suffering a heavy loss. They could not afford to be false to you and thereby lose your business. You will have to coöperate, at least in the sale of your product, or go out of the business of fruit-raising. You are putting your product in the hands of those not interested in your welfare, with the result to be expected. This year the California Dried Fruit Agency sold a large quantity of our prunes when the market first opened, and I believe we would have sold everything we had in the prune line in six weeks and at good prices had it not been for the "bears"—the short sellers. They went from one end of the State to the other telling the fruit-growers that the fruit-growers' organizations of Santa Clara Valley were *consigning* millions of pounds of prunes. The truth is these organizations were *selling*, f. o. b. California, and obtaining for 30-40's, 7½ cents; for 40-50's, from 6¼ to 6½ cents; for 50-60's, 5¾ cents in sacks, or half a cent higher in 25-pound boxes; (nearly all of our fruit was sold in 25-pound boxes). We were not consigning anything, not a pound.

MR. ADAMS: What portion of the stories that have come to you from these buyers, that you have investigated, have proved to be true?

MR. RIGHTER: No portion; they simply worked to our injury, but without troubling themselves about the means employed. The brokers must make money, and you ought to aid them in making it, but not to the extent of permitting them and other handlers of fruit to make it all. The thing to do is to hold your product at a living price above the cost of production. If the fruit will not go into consumption at such a price, produce less or seek new markets. If you will not thus protect yourself you will not be protected. Others make their living by attending to their own business, and you will make yours in the same way. Others make money by selling at a profit above the cost. You will make money in that same way, or else not make it at all. Let short sellers and speculators make the price, and they will make it as low, if not lower, than the cost of production, if they think they can make money by doing so. You will get better prices if sales are made f. o. b., and the commissions will be less. Consignments will ruin you financially. This is admitted even by commission men. They know that such will be the final result fully as well as you do.

The convention adjourned until 7:30 P. M., when the consideration of the subject of coöperation was to be resumed.

EVENING SESSION.

THURSDAY, November 7, 1895.

[MR. STEPHENS in the chair.]

DISCUSSION ON CO-OPERATION—RESUMED.

MR. STEPHENS: Coöperation was the subject continued for this evening.

MR. SPRAGUE: I beg leave to offer the following resolutions:

Resolved, That this convention urgently recommend the formation of local coöperative fruit-growers' unions in every one or more school districts in the State, wherever there are any fruit interests. The purpose of these unions being to consider the subject of coöperation, and to undertake only such and so many plans of coöperation as are made possible by the local conditions, availing themselves of such counsel and assistance as may be obtained from the California Fruit Exchange, with the purpose of securing State unity of action through district, county, and State delegate conventions;

Resolved, That to forward this movement a committee of five be appointed, who shall prepare such explanatory literature as may be necessary to the beginning of the movement;

Resolved, That the State Board of Horticulture be requested to print and distribute such literature as may be prepared by this committee to such persons in the various parts of the State as they may consider likely to aid the movement;

Resolved, That we, as members of this convention, pledge ourselves to do all in our power to secure such organization in our respective localities.

MR. SPRAGUE: I have already spoken of the reasons that move us to this action. We have for several years, three at least, met in convention and resolved that we would coöperate. There has been an effort on the part of the California Fruit Exchange to secure such action throughout the entire State. Very much has been done. In fact, it has prepared the way for just such action as is embodied in these resolutions. It has made it comparatively easy for the fruit-growers to come together. It has established some twenty different coöperative societies, and this is a means of communication by which united action can be secured all through the State. The thanks of the fruit-growers are due to those men, and although there were some of them discouraged at the lack of coöperation, there is a willingness to coöperate to be found among the fruit-growers. It is my belief that now we may carry forward this movement to success in far easier fashion than we could have done two years ago, when the times were far more prosperous than they are now. The universal sentiment had not been fixed in the minds of the fruit-growers then as it is to-day. The time has come when definite action should be taken. We must proceed to organize this movement and have something clear and definite—in the manner that the shrewd managers of the political parties set to work to organize those parties in the State and Nation. The people must, in the first place, be brought together. Those people who are living together must make it possible to gather in one place to coöperate with any sort of success. There must be some person who will undertake to initiate that movement in the several localities. There must be some plan devised, by which all can coöperate for some general object. The resolutions provide for those things. As to the scope of the resolutions, we have not defined in what way or to what extent coöperation shall proceed. That, of course, would be wholly premature. We have only defined that the will of the conven-

tion, as expressed several times over, should be carried into effect. I trust, my friends, that we shall proceed now to do this or something else immediately.

MR. ADAMS: I did not intend to discuss this matter at all, but in the absence of Mr. Walton, I will give an account of the workings of the organization already in existence in Santa Clara County. Upon the organization of the State exchange, we proceeded at once to the organization of local exchanges, that being the first duty we had to do. As the result of a year's work, a large number of local exchanges were formed, and about the last of February, or possibly January, a convention of the local exchanges was called. In order to do this, we had to form an incorporation under the laws of the State of California. There was a full meeting of all the exchanges, some of them very large. Three days, I believe, were spent in San Francisco, in discussing and adopting plans of procedure. The result of that meeting was the formulation of a definite plan of procedure, and the substance of that plan was this: There were certain things to do. The first thing was to get money; and the next, what could be best done by coöperation? The local exchanges could communicate with each other by bulletins, and by the same methods that business houses use. Thus, they could know exactly what was going on. Under the plan adopted there, Mr. Thompson's exchange would know exactly what Mr. Righter's exchange would do, just what was on hand there, what the asking prices were, and in that way enable the coöperative societies in all parts of the State to know the facts and all work together. It was proposed that all the agents of all the existing exchanges should be the agents of the State exchange, and of such other exchanges as may be found necessary. Through the medium of Eastern agencies, correct information in regard to the crops both in the United States and in foreign countries could be constantly obtained, and be distributed through the State exchange to local exchanges. Having a good agent in every market of the East, we could push our sales everywhere at the best prices, avoiding superfluous middlemen, monopolies, and high-priced auctioneers.

It was proposed that every individual who desired should be able to sell on precisely the same terms. The coöperative movement is gradually gaining in many localities of the State. We have figures on the benefits which would be derived from membership in the exchange, and what it would cost the growers. It would cost about one quarter of 1 per cent of their annual output. The method of operation is this: We take one quarter of 1 per cent of your output for the coming year in return for the advantages of membership. They would pay back about half of that in advance—a quarter, if necessary. This year the large fruit-growers of the State will coöperate strongly. It is the large fruit-growers of the State who will have to spend the money.

Now, the Scandinavian market is an important market. The German market is an important one, and so is the English. It would pay us to send competent men there to open them up to California products; but, in order to do those things, it costs money. Have confidence in each other, and you will discover that it is profitable to spend \$100,000 a year for this purpose, and, I think, an expenditure like that will make \$500,000 a wise expenditure. Business men spend a great deal of money in increasing the sales of their products. They put out their money as their judgment may dictate, trusting to get it back again with interest.

The difficulty with the farmers is that they are afraid. They are accustomed to think that if anybody proposes an expenditure, it grows out of a desire on their part to get some of their money for private purposes. But as you get together and become familiar with the operation of the exchange, you will increase your expenditure as you see your interests being advanced thereby. The gist of the whole proposition really is: That we will give one quarter of one per cent to sell our products next year—25 cents on \$100, \$2 50 on every \$1,000. I am willing to run that risk.

The people who raise oranges united, and I don't see why we can't. They were well organized, and let me assure you of one thing, that the nearer you get to a trust the better it will be. The best trusts are those which come nearest to the Standard Oil Company. The next best is the Citrus Association. It would be right to say that if we were properly organized we would do as well. Now, those people are perfectly willing to unite. The orange men are also producers of dried fruits, and anybody can see that it would be foolish to go to the expense of supporting two organizations where one would suffice. Now, there is a strong disposition to make use of the machinery which we have created for our fresh deciduous fruits, so that we can work together, and in one respect we could have a general Eastern agency located in New York. The orange men thoroughly appreciate the facts. We have heard them express their ability to unite, and we who have considered the matter are desirous of uniting with them. We are ready to unite. If I chose to do so, I could go on and show in what way the State exchange would grow into an exceedingly powerful institution, having a powerful government and an assured income. The gist of coöperation is putting your fruit where it will bring coöperative prices. That is the plan of the directors.

MR. SPRAGUE: There are two ways in which local organizations may be effected. One is by sending out a man, or men, who will make a thorough canvass of the State on the part of the California Fruit Exchange, so as to secure a local organization of the several unions. At present there are no funds in the hands of the California Fruit Exchange for this purpose. Those gentlemen have found that when they go into a new district and suggest this new-fangled notion, they become at once objects of suspicion. The old farmer shakes his head and wonders how much there is in it for you. They draw into their shells. The agent could stop but one day or night in any locality, as, owing to the suspicious character of the tillers of the soil, their acts are very conservative, and the agent leaves them without effecting an organization. The next day the farmer goes about his usual avocation, the matter is forgotten, and the efforts of the agent are lost. Now then, under this plan, it is proposed that each one of us aid in this movement, and each one in attendance on the convention should, on his return home, at once call a meeting of his neighbors in the school-house, or some other public building, and tell what he has learned here. I think this would reach the great mass of fruit-raisers quicker and better than any other plan. In looking toward the State Board of Horticulture for assistance, it seems to me that it is perfectly natural to know whether it would be prepared to aid us in this movement. It should be very carefully laid down in connection with this movement, that in those local meetings questions only of immediate industrial interest should be presented.

There is no room for the discussion of any other question which would conflict with coöperation, and we would deem it time lost to consider questions other than those which brought us together. The great difficulty is to work in harmony.

MR. ADAMS: In regard to the main organization in this State, it was found necessary to rely on private contributions. I am ready at any time to contribute to this movement, and will be very much pleased to meet the people, and so will my friends Mr. Righter and Mr. Walton.

MR. RIGHTER: I have heard your speech and must say it sounds very well, but the question is, who will help to pay the unavoidable expense of organizing? Let me tell you of the way one broker of my acquaintance raises money. Possibly it will be a pointer to you. In one instance he bought several carloads of fruit, and those of whom he bought it kept dunning and dunning him for the pay, but it was weeks after he received the money for this fruit before he paid them. Later, probably a month and a half, he had shipped probably twenty other cars, all of which were obtained in the same way. He gets money in this way—namely, he goes to the bank with his backer and gets from the bank the full value of each car of fruit as soon as it is on board the cars. He was probably \$20,000 ahead of the fruit-growers before he paid a dollar on the fruit he had bought of them. Possibly he had not a dollar in the business, only had a friend to back him; and yet he had a capital to the extent of, say \$30,000 of the growers' money, which he used as long as his business required it. You say you cannot get the money. That is bad enough. Get this style of broker to get it for you. He gets it by hypothecating your fruit. Why cannot you obtain it in the same way? The bank advances him money on the bill of lading. Your banker will do as well for you. This broker does quite a business on your capital. Why not you? He claims to have shipped sixty-five cars last year. That is to say, he had \$65,000 of your capital invested during the year in his business. Two and a half per cent of this is over \$1,600. He can now sit down and wait until next season, and then "scoop in another school of suckers." Next year he may possibly take in a "new school of suckers." If you were as sharp as this broker you could get money. He makes a big item out of your capital. His capital consists almost wholly of cheek. Haven't you better security to offer than that?

Down at San José we work a good deal on the coöperative plan. One time, I think it was Mr. Adams who induced me to go and talk coöperation to a man who is a large fruit-grower in the Santa Clara Valley and handles a great deal of fruit. Mr. Adams thought his influence ought to be secured in aid of coöperation, so he insisted on my going to talk with him. "Can't you go over," said he, "and say something to him that will induce him to work with us?" "I think not; besides I have not the time." "Take the time," which I reluctantly promised to do. In due time I called and talked to him of the objects to be secured. I spoke of the advantages and prospects of an exchange. When I was through, he said, "I take no stock in new-fangled notions." "Well," I said, "my firm conviction is that there was a time when everything was new." "Yes; I suppose so." I talked to him a long time, but he only said, "No; it is a new-fangled thing, and I want nothing to do with it." By and by I said to him, "Don't you think it is worth our while to gather such information as will enable us to sell our product for what it is worth? Ought not the producer have something to say

about prices?" "Well, yes; but what I've said has availed nothing; the buyer has simply bid down each time he called. His last offer was 4½ cents for my apricots." "I presume you will accept that price." "Yes; I'll have to, since I cannot get a higher price offered." "I know a buyer that will give 9 cents for them." "You do? How is that?" "I can tell you how that is; my information is better than yours to the extent of 4½ cents on each pound of your apricots, or \$90 a ton." Notwithstanding the many hard-earned dollars this information was worth to him, he did not give me so much as "thank you," but dismissed me with his standing remark, "I take no stock in this new-fangled notion." However, he did "take stock in it" later on. His sole objection to this method was "it is new." If one should strictly adhere to that idea, or rather want of an idea, he must object to all advancement, past, present, or future. The world is full of such men; they have nothing to say about the prices of grain, live stock, cotton, sugar, etc., notwithstanding they produce it all. Others fix the price, not at the cost of production, plus a reasonable profit, but below the cost of production, if it is to their interest to do so. But this being to them a "a new-fangled" way of fixing prices on the producers' products, the producers will therefore refuse to attempt to do anything either pro or con, and hence continue to move rapidly on toward bankruptcy. The "short seller" sells (?) your product for future delivery at a low figure, without troubling you to the extent of even asking your opinion as to the *price*. When the time comes to deliver your fruit he informs you that the market price is the price at which he had sold (?) your fruit, less his commission. (Of course he does not give you this information in these words.) You, being as innocent as a lamb, consider all of his talk relating to the "market price" as "straight goods," and hence let him have your fruit, and with it he fills his short sales. If you will not let him have it at the price he has named he may suddenly discover there is no such "market price," and also make the further discovery that he has not *sold* any fruit. He realizes then that he has only agreed with Eastern buyers or speculators to report these *fictional sales*, hoping thereby to depress prices. If the "short seller" has made real sales he will "bear" the market all he possibly can, since the more he "bears" the market the greater will be his gain. Whether the sales are fictitious or are to be filled at the price, the result of the depressing effect of those make-believe sales, in either case the whole object is to depress prices. If the "short seller" can get you to fill his "shorts" he will make "big money," not on any single sale, as his gain on one car is not as much as it would be had he sold at a higher price, but having made many sales the result in the aggregate is more than he could have obtained had he sold at a higher price, and hence fewer cars. Put yourselves confidently into his arms and he will show you how "you will be taken care of."

One of the means of increasing the consumptive demand, employed by the Santa Clara Valley Fruit Growers' Association, was this: "Teach the consumers how to prepare our dried fruit for the table so that they will be the most palatable." To accomplish this work of education, recipes for cooking our dried fruits were sent to each retail dealer who sold their pack. The object was to furnish each consumer with one recipe. Fruit well prepared for the table will increase its use.

It is now evident to many that our home market will not consume all

the fruit we will produce in the not distant future, and, hence, foreign markets must be developed as an outlet for our surplus. We ought to begin this work at once and push it with the utmost vigor. The State of Iowa has an agent in England, whose business it is to develop a market for corn and the products manufactured from it. He exemplified the fact that it is not only a very cheap, but also a very nutritious food, and that many very palatable dishes can be made from it. He also teaches how to prepare these dishes. He desires to do the same work for California fruit-growers. Will you do anything? Possibly you will resolve, but, judging by the past, nothing more can be expected.

I know a fruit-grower who could not obtain a satisfactory price for his dried fruit, either from local or Eastern buyers, consequently he shipped a carload to Vermont, put an agent to work selling it from house to house, and thus sold the entire carload at satisfactory prices. He sold all of it to consumers who had never bought a pound of California dried fruit before. The agent who sold this fruit made good wages while so employed, and the fruit-grower netted the cost of production, plus a satisfactory profit.

Shall we begin at once the work of fully developing our undeveloped home market, or shall we resolve? I believe that, as previously stated, Santa Clara Valley alone can produce more prunes than this country has ever consumed in any one year. I believe this will be accomplished whenever the trees now planted there come into full bearing, or within five years. Probably by that time, or sooner, the balance of the State will produce as much or more. You are manufacturers of dried fruit. Do manufacturers in other lines conduct their business as you do yours? Do they not first create the demand and then supply it? Is there a wiser method? I think not, or business men would have discovered it. You will have to conduct your business as business men do, or you will soon have no business to conduct.

At one time one of the San Francisco canners came down to San José to talk to us, and tell us what to do and how to do it. He was asked, among other questions, "Does it make any difference to you if canning fruit costs you \$20 or \$30 a ton?" "It makes a difference of only one cent more on a can, if we pay \$30 instead of \$20. We would sell just as many cans at a cent higher on the can. If you want \$30 a ton you can get it by *all* holding at that price. The difference in price is of your making. We would as soon pay \$30 as \$20, if you make that price to *all*." If you want to get anything for your product, organize, and then coöperate in the sale of it. If you want \$30 for canning fruit you can have it by coöperating *in the sale*, or you can have \$20 or less if you will not.

MR. MARKLEY: I don't know that I have anything very plausible to offer. My own impression is that to make any business successful it is necessary to reduce it to a system. I think the first thing that is necessary is to have a proper warehouse. If we in Sonoma County could get together and build a good warehouse to put our fruit in and grade it, and keep posted on prices, there would be no trouble about selling. I looked in the papers the other day and saw that 16,000,000 pounds of prunes had gone forward from Santa Clara Valley, all on consignment. Had this been true that large quantity would of course have broken the market, but it was not true. If we were well organized and would work together, grade our fruit well, then one man's fruit would help sell his

neighbor's. In that way we would reduce our business to a system, and get the value of the goods.

MR. FOWLER: If we could learn to trust our neighbor, to have confidence in him, that would help us and him along. Trust the man on the other side of the fence, because he is your neighbor and needs your aid. We have to sweep out of the way this distrust of our neighbors before we can organize. Now, there is another point: the question of money. You think you cannot get the money. If you were organized you could. It has been proved in many localities of the State that bankers will give assistance where coöperation is put into practice. Several growers that I know of could not obtain a sufficient sum of money to handle their business without mortgaging their properties, and so they came together and organized. They were able to go to the bank president and get a loan. In one case, in two or three cases, that I am acquainted with, the president said, "I will loan you the money, but I want you to do one more thing: Bring your stockholders in so they will consent to this as a board of directors." This is a business man and runs that bank on business principles. That is the way to help the fellow on the other side of the fence. Stand by the board of directors of your institution. As severe as the times were in 1893, I know of several coöperative institutions that obtained money.

MR. SPRAGUE: I move that we postpone the further consideration of these resolutions until the morning.

The motion was carried.

The convention then adjourned until Friday morning, at 9:30 o'clock.

PROCEEDINGS OF THE FOURTH DAY.

FRIDAY, November 8, 1895.

The convention met, pursuant to adjournment, at 9:30 o'clock. Mr. R. D. STEPHENS in the chair.

CO-OPERATIVE UNIONS.

The resolutions on the formation of coöperative unions, offered by Mr. Sprague, and laid over from the evening session, were declared in order.

MR. SPRAGUE: I do not suppose it is necessary to discuss the resolutions before this convention any longer, other than that portion which relates to organizing for coöperation. The resolutions now before us are calculated to secure the most immediate and effective effort to this end. Now, as I understand it, the proposition that these resolutions contain is simply this: to make use of such local effort as we can find in these local organizations for coöperation throughout the State of California. To be most effective, the thing must always begin with the people. The people must be united, and proceed gradually towards the central point. It seems to me that this is about the time to strike a blow in the interests of the people. They are responsible for the movement, and all the organized work that has been done can be used, every bit of it. Much good work has been done by the preliminary labors of the California Fruit Exchange. It seems to me that a good plan would be to send one or two men into each locality, who will undertake to stir the people up right then and there. Just as soon as they are ready to make connection with the California Fruit Exchange, let them do so. This will make it possible to form a solid, strong, State organization in a far shorter time than it could be done in any other possible way. We ought to secure the greatest possible number of local unions for coöperation.

MR. BERWICK: I have heard with a great deal of pleasure the talk on coöperation. I have been at several previous meetings where the same thing was under discussion. I believe in the idea that example is better than precept. People who live in outlying districts find it hard to reach a stated place; but these people can adopt a simple method of coöperation without forming any association, though it may be the beginning of one. Many small places can afford to buy a carload of shooks, and the neighbors could come and buy in small quantities whenever they wanted any. One of our neighbors, who is a pretty good business man, undertakes to supply our groceries for what they cost him. I think you can give a practical lesson in coöperation in that way, and at the least expense.

A MEMBER: I cannot understand how the gentleman who proposed these resolutions wishes them to be carried out. There seems to be two organizations—the Fruit Growers and Shippers' Association and the

California Fruit Exchange. Did the Exchange propose to take upon itself the carrying out of all these movements, or will it be done under the auspices of the California Fruit Growers and Shippers' Association? I shall listen with care to the expressions of this convention, and I will be very proud and happy to report a thorough organization, whereby every fruit union in the State of California can coöperate or deliberate in any one of these great societies. That is an effort in the right direction. It is a great subject, and one above the capacity of any one or two men. It must have a start and grow up, and be adjusted to the times and circumstances. I want to see this convention pay attention to the charges that were made in this body, namely, that these commission men were robbing the people of the State of their hard-earned money, and I hope an organization will be formed that will do away with these gentlemen who charge us 13 per cent for the privilege of doing our business. I am in favor of the resolutions, providing that the gentleman can explain how this thing will be worked, and which association is to run it.

MR. ADAMS: The same directors are in both associations. The California Fruit Growers and Shippers' Association was organized to carry out the work for the time being. The California Fruit Exchange is an institution controlled entirely by growers. It would seem that the California Fruit Exchange is larger in its scope of operations, whereas the California Fruit Growers and Shippers' Association is confined entirely to the marketing of fresh fruit.

A MEMBER: What I wish to know is, who will take precedence? Will this California Fruit Exchange take up the work now, and go on with it, or will the California Fruit Growers and Shippers' Association be the prime mover in organizing local organizations? Who will do that?

MR. ADAMS: I suppose that the Fruit Growers and Shippers' Association will be the one doing that work, but the main portion of the work will be done by the California Fruit Exchange.

MR. BERWICK: Does not the Exchange confine itself entirely to dried fruit?

MR. ADAMS: No, sir. The idea is to have a committee formed here, which shall assist the Exchange. While I am here, I would ask if the mover of the resolutions would change one word. Where it says "aid" the work, I would say "carry on." We are going to organize a committee to help push on the work, and I have no doubt, with this gentleman, that we are going to start and begin a new era.

MR. SPRAGUE: I would add the words "carry on." I beg pardon of the audience for getting up again, but I wish to state that we cannot depend on the California Fruit Exchange for the propagation of this work. They have done all they could, more than ought to have been expected of a small number of men. They made great personal sacrifice to do the work, but it is simply impossible for a small number of men to do so great a work. A work of this magnitude must originate with the people. There is a vast deal of latent power in California among the fruit-growers. Unless you can touch that, and call it to the fore, you might as well throw up your hands. My conclusions are these: That as we have pronounced ourselves in favor of this concern, we must sound the tocsin for the people to arise and organize. We shall probably get their assistance, but we must have the power that rests with

the people. I have proposed to leave this with the people rather than with the California Fruit Exchange, for the reason that we know such a movement must grow, must change, from month to month, from year to year. I do not mean to belittle the power that still rests with the California Fruit Exchange, for I know it means to aid us in this movement, but it must begin from the other end.

MR. BERWICK: May I put to Mr. Sprague this statement, that "begin" and "carry on" are not the same. "Begin" means taking initial action now. "Begin" and "Carry on" are quite different.

MR. SPRAGUE: I did not say so; Mr. Adams did. It would be gross discourtesy to the gentlemen to say that nothing had been done before.

MR. ADAMS: I do not think that any of the directors of the California Fruit Exchange care a sixpence about the terms. I suppose I have been extremely unfortunate in not making myself thoroughly understood as to the difference between the California Fruit Exchange and the California Fruit Growers and Shippers' Association. The gentleman only asked for information, to ascertain what the machinery is to be in starting the work that is embraced in these resolutions. What we want is to get an idea as to how the work may be done, and, when it is recommended by this convention, I will go home and tell the organization that sent me to represent it on this floor as to how the work shall be done. As it has been stated here that the great trouble is money, I will say that if we go to work and organize, and elect directors of that institution, I would have no hesitation in saying that we can raise our quota at any time, and we will go right ahead and work with you, heart and hand. I understand that Mr. Sprague's idea is to have the local societies so organize that they will not conflict with us.

MR. SPRAGUE: That's the idea, and it should be possible that these local societies should be able to direct their affairs as may seem wise, but it must be an autonomous body.

MR. FOWLER: We want to get in touch with every portion of the State. We want to help that spirit which is to-day getting to be more and more widespread throughout the State. You have got to use a great deal of patience with your neighbor, owing to the fact that there is a disposition on the part of some of your neighbors to suspect you of having an ulterior motive. Human nature is suspicious. The conditions, however, are now such that these societies can be established to-day much easier than two years ago, when the California Fruit Exchange began its work. The idea that growers should attend to their own business, if they want to succeed, is growing among the people, and will ultimately win. In so far as the Exchange is concerned, we want to see this matter go on. We must persevere, and we want you gentlemen to take charge of the organizations already in existence.

SENATOR HALL: I am in favor of this step that we have taken, and of these resolutions, because I believe it is a step in the right direction. I am confident that it will tend to unite the fruit-growers of California, which is the essential thing. It has been hitherto the great difficulty, in trying to get the people together, to make them understand that it is to their interest to unite in a body. I have labored a long time in California to impress these facts, but failed simply because we have not been organized. The one great trouble, it seems to me, in the shipment of our fruit, has been that the fruit-grower has grown his fruit and borne all the expenses of production, and then, when he is ready to go into

the market, puts it into the hands of persons who are only interested in making money out of the labors of the fruit-growers. We should be able to control the fruit interest, so that when the fruit is grown here in California it will remain in the control of the fruit-grower until it is placed in the hands of the consumer. The moment that is done, the green fruit industry will be a great success. It is absolutely essential that we should enlarge the market in the East. Send to the cities and towns in the East, having a population of 10,000 or more, one carload of fruit. We should have half a dozen, or a dozen, good men back East working in the interests of California fruits. It would not cost more than one fourth of a cent a box to do this, and by this means we could get rid of the surplus fruit in California. The business has increased 50 per cent in less than ten years, and you have not made provision for the 50 per cent increase. The Bureau of Information has not given the information it ought. It has not been extended enough. The great trouble in the past has been shipping six cars where one is required. That could be obviated by a thorough, intelligent management of the organizations that are proposed, and not a single carload should be sent East without being submitted to that body. We would then know where each carload is going, and whether it is coming into competition with some other carload. It would be of vast benefit. I was in the East two years ago at the World's Fair, and I saw men from all parts of the United States. I asked people there what they thought of California fruit, and found many who had never seen California fruit. This was a revelation to me. I saw people there who had never tasted California fruit. How to get the fruit before these people is the question. Once get a sample carload into those cities and towns, and it would take care of itself. I believe that should come under our consideration here, and every advantage that can be taken should be taken. If we were thoroughly organized there would be no glutting of markets. I do not wish to take up any more of your time.

MR. BERWICK: As I sit here this morning and hear the talk going on, I simply want to punch myself, and ask Who I am, and Where I am. If this is California, and if California is in America. We have got a motto in America, as I understand it, "United we stand, divided we fall." Do you believe it, gentlemen? Show your faith by your works. Coöperation is simply uniting for selfish ends. As Americans, you believe that united we stand, not for selfish ends, but for patriotic ends. If you can unite for patriotic ends, why should you not unite on business grounds in furtherance of your mutual interest? Gentlemen, I will say to you in this matter, be Americans, whether you act under one head or the other. I exhort you, as Americans, to keep your eyes directed on the Nicaragua Canal question, and I will give you a line from my favorite poet. It is:

"Keep your eyes upon us
At the very first call.
But whatever you will
Be yourselves first of all."

Be yourselves. Be Americans, and not be divided and fall. [Applause.]

MR. ADAMS: The committee as proposed should be widely scattered. It costs money to provide for the distribution of literature, and to do other effective work. There must be some means of supporting the machinery.

MR. SPRAGUE: As I look upon it this committee can go ahead immediately and do the preliminary work. Then, subsequently, suggestions by letter will be sufficient, I think, to enable the matter to be finished by means of an executive committee without incurring any great expense. As to dissemination, we will have the aid of the State Board of Horticulture and the State Fruit Exchange. I do not see that it is necessary to raise funds.

[Mr. Adams took the chair at Mr. Stephens' request, at this point.]

MR. STEPHENS: Before these resolutions come to a vote, I would like to ask what is sought to be accomplished under them? My understanding is, from the debate which has been had, that it is the desire to form an organization, where local organizations have not previously been formed, in different localities in the State, which will secure the marketing of our fruit products without consignment. I have inferred, from the expressions of the gentlemen advocating these resolutions, that it is extremely against their interest for growers who are not members of the local organizations or the State exchange to consign their fruit, because their fruit goes in competition with theirs; in other words, that to consign fruit demoralizes the business, and that if the fruit can be gathered together and held for a certain period, and that if no fruit can be handled outside of the organizations, higher prices must rule; but that competition in the way of consignments is competing with the exchanges, demoralizes the business, and depreciates the values. Am I correct?

MR. SPRAGUE: No, sir. The resolutions did not contemplate anything whatever in that way. They rest simply on the basis of coöperation. We do not commit ourselves at all to consignments or no consignments.

MR. STEPHENS: I understand that to be true; but from the remarks of Mr. Righter and others, I understand that in this present season there was a great effort made by the commission men and brokers to break down the Exchange, and if the fruit had all been scattered that it would have been broken down; therefore, the object of this movement is to concentrate and control the product so as to prevent that breaking down. Is that correct?

MR. SPRAGUE: It is as you stated last; but I would not have the movement hampered by committing itself to any policy. Leave it to the people themselves to determine. This action of the Fruit Exchange in Santa Clara is purely an individual matter. It did not represent the State. Our policy may be entirely different. While it may be entirely different, we may be working quite in harmony, so I would not think it wise to draw the lines.

MR. STEPHENS: That is very true. That is what ought to be done. I am wholly in harmony with such ideas. A great deal can be accomplished, and depreciated values would cease. Under the laws existing in the past in certain countries there were penalties to fit the crimes that were committed against the laws as constituted by the powers that were. Criminals were placed in a pit and the water turned on. A pump was placed there and the handle was within reach of the culprit, so that when the water came up to their chins they could pump and save themselves from drowning. My observation is that some persons have practically made laws by which the fruit-growers are bound. There are quite a number of gentlemen here who have been sentenced to be put into the pit, the water has been turned on, and they will have to pump to save themselves. In other words, the commission men and those who

act with them are depreciating the value of their property. You must understand, that while to a great degree the dried fruit interest is one thing, and the green fruit interest another, yet they are bound together, and one must suffer for the other. Now, there are a great many who are raising what we call shipping fruit, who are also interested in prunes. If they go to the bank and obtain a loan on that property, one is held in common with the other. Many of them are in debt to the banks and commission men, and are bound by contract with the latter to ship their crops through them. I know of one instance where a grower, whom I cannot name, owed a commission merchant \$8,000, and was bound by such a contract. He had the money and wanted to pay his debt, and informed the gentleman of his intention. The latter said, "No, sir; you have agreed to ship your crop with me, and I expect you to do so." To hold the grower doubly bound, having ascertained that the grower owed the bank \$6,000, he bought that, thus making the grower's obligation to him \$14,000. I do not blame the shippers for taking care of their own interests, but it is hard on the growers. Growers thus situated are helpless. If the fruit can be kept from consignment, the prices must appreciate. Many of the growers are bound and are not free agents. Many of them have got to scrape and borrow money in order to cultivate their orchards. It is very difficult to go to a bank and get money. Some are trying it now and cannot do it, but the shipper and commission men stand ready and are willing to advance it.

It is stated that there is no conflict between the California Fruit Exchange and the Fruit Growers and Shippers' Association. There must be a great conflict, if this proposition be carried out, because their interests lie right in opposite directions. They will work on your capital, and it will be very difficult to prevent them from doing so. Those commission men are very good business men. Last season there was very little fruit bought in this State by these men. They had all they wanted without buying. In localities where they could not get consignments, they bought.

A great many say, "Why do you ship if you are losing?" Why do men ship if they are losing? They ship for this reason: They have got to realize something, or give up their property; they hope that they will get something for it. In nine cases out of ten they get less than cost. My idea is this: I am in accord with you to a very great degree. In many localities they should have coöperative societies, where they could come together in the way stated. The only salvation is in coöperation. Buy a carload of shooks, if you will. Buy two or ten carloads, and you will get it cheaper. Don't do as they are doing in a good many localities where they have those coöperative associations. Most of them pack their fruit and ship it to Mr. Earl or Mr. Porter. Establish your own agencies in the East. Make them your agents and hold them responsible, and not Earl nor Porter nor any one else. We have got to have middlemen, but it is not necessary to have four or half a dozen. Cut it down to one. Let him be a good one, but don't have half a dozen. If this plan is carried out, you will then find that you will have only one of these gentlemen to deal with, in place of six who have made the money in years past, and you will protect others in doing so. You can see that then you will be protected by keeping from the control of those large shippers. They will then have to come here and buy your fruit as they used to, and pay for it. That will solve the question if this can be done.

Let us control our own interests. All manner of representations have been made to prevent us from so doing. We have been shipping our fruit through Mr. Earl. Now, Mr. Earl, who possesses business qualifications—and I admire him for it—is not a dishonest man. I do not wish to be misunderstood, but I notice he is making all the money he possibly can out of the fruit business. I told Mr. Earl that he ought to charge less than he has. He said he had a fine office and many clerks, who were paid by the year and got good salaries; that they move about from place to place, and that he could not do it cheaper. He figured on so many expenses that I came to the conclusion we did not want the same agent that Mr. Earl has.

If the growers of any locality can put up a good quality of fruit, there will be no trouble in getting good agents who will be responsible to them for their actions. All they want is to unite.

MR. ADAMS: The gentleman is not speaking on the question of the resolutions, and is covering a very wide latitude.

MR. STEPHENS: I will state that I differ somewhat from the Chairman, because it has an indirect bearing on the question. Those factors of which I have spoken have a bearing on the main question. I hold that the green fruit sales can be done through local organizations, and although some of the fruit is now under absolute control, the remainder is enough, if secured by them, to exercise a wonderful influence in prices. Now, gentlemen, if I understand the object to be accomplished is concentration, I am with you. Get together, organize, and coöperate. Buy your shocks and supplies in common. It is less expensive than acting individually. Get together, and if I can do anything, I will do it with pleasure.

[MR. STEPHENS then resumed the chair.]

MR. ADAMS: The only thing is that you are asking the State Exchange to pay your bills, instead of doing so yourselves. The State Fruit Exchange has succeeded in the formation of about twenty of these institutions, which represent an investment of over \$100,000.

The resolutions offered by Mr. Sprague on Thursday evening were then put to a vote, and adopted unanimously.

MR. STEPHENS: How shall this committee be appointed?

MR. ADAMS: I have a motion to make, which I think will be satisfactory. I move that the presiding officer of this convention be a member of that committee.

MR. STEPHENS: I would favor that some other gentleman be named, for these reasons: I am, most of the time, occupied with my own personal business, and cannot devote the time and attention and energy to the objects to be accomplished under these resolutions that others could. My ideas might not be the ideas of others on the committee. What I have said here are the lines on which I would work, but I am willing to make concessions.

APPOINTMENT OF COMMITTEE.

The convention named the following to constitute the committee: Messrs. R. D. Stephens, of Sacramento; B. F. Walton, of Yuba City; A. R. Sprague, of Antelope; C. J. Berry, of Visalia; and F. M. Righter, of Campbell.

PRESIDENT'S RECOMMENDATIONS AND COMMITTEE'S REPORT.

MR. STEPHENS: The Committee on the President's Address, in their report, requires, in order to carry out the suggestions of the President, that a plan be inaugurated which will combine all the fruit products of the State, and bring them under one general system of shipping and marketing. Such system should embrace his idea of ten or more agents traveling throughout the Eastern towns and villages, to open up and establish new markets for our fruits, both dried and fresh. It is recommended that a committee of nine be appointed by the convention to organize an incorporation, whose business shall be the opening up and establishing of such markets, and providing for the proper advertising of our fruit products. This is the recommendation of the committee.

MR. ADAMS: We have an incorporation already, which has cost some thousands of dollars. There has been a great deal of that work done, and they are doing the best they can. I move that it be laid on the table.

Motion carried.

MR. STEPHENS: Here is another, recommending that the convention appoint a committee of nine members, to consider the whole subject of State inspection, as suggested by the President.

MR. ADAMS: I move that it be laid on the table.

Motion carried.

MR. STEPHENS: The committee recommends asking for an appropriation of \$5,000 per year, to be used in the further search for predaceous insects; also, for an appropriation of \$5,000 per year for the use of the State Board of Horticulture, and that a committee of five be appointed by the convention to consider the subject of asking for an appropriation from the State to establish a bureau of statistics. What is your pleasure about the recommendations of the committee?

MR. BERWICK: There are three separate appropriations named there. Does the vote for one cover the three?

MR. STEPHENS: Each has a paragraph by itself; one for predaceous insects; another for the State Board of Horticulture, and the other one for establishing a bureau of statistics.

MR. SPRAGUE: I move that we vote on them separately.

The motion was carried.

MR. STEPHENS: An appropriation of \$5,000 for importing beneficial insects.

Adopted.

MR. STEPHENS: An appropriation of \$5,000 for the uses of the State Board of Horticulture.

Adopted.

MR. STEPHENS: Next is asking for an appropriation to establish a bureau of statistics. There is no sum named for this.

MR. SPRAGUE: I move that it be laid on the table.

The motion was carried.

MR. STEPHENS: The Committee on Legislation has a partial and preliminary report, if the convention is ready to receive it.

REPORT OF COMMITTEE ON LEGISLATION.

The report of the Committee on Legislation was then read, as follows:

Your Committee on Legislation respectfully submit the following preliminary report: The laws in regard to the State Board of Horticulture, and the duties and powers of its officers, seem to us to need no change. The law covering the work of the Quarantine Officer has stood the test of the courts, and should, therefore, not be endangered by amendments, unless these be clearly of the highest value.

We recommend to the California congressional delegation the initiation of a measure to secure an efficient and economical administration of the Government mountain and forest lands in California. The present forest reservations are on the right lines to protect from fire and undue denudation our mountain watersheds. This will diminish floods in the valley lands, and better maintain irrigation supplies. This policy requires no more in this State than in France—a preventing of the utilization of the mineral, forest, or other resources of our mountain lands. In France and Germany the Government forest lands pay a large return above their cost into the public treasury. There is no reason why we should not gradually establish a similar system. Fire, waste, and destruction in our forest lands are senseless, and do permanent injury to our watersheds. The present forest reservations make legitimate mineral and other development in our mountains difficult, without any proper protection against fire and injury, except about the Yosemite. This should be remedied by Federal action.

The Riverside Commission recommends a law permitting cities and towns in this State to appropriate money from their general funds for the destruction of fruit pests within the corporate limits. If cities are found on examination to lack this power, we are disposed to believe that such a law should be enacted.

The funds of the State Board of Horticulture are derived from legislation. We are of opinion that legislation to secure sufficient funds to carry on the work of the Board efficiently and economically should be granted. The work of this Board is of great advantage to the State in general, and especially to its valuable fruit interests, and to interests such as transportation, largely dependent on it. The opportunities its conventions offer to bring all those in the fruit business together, to become acquainted, to act in harmony on great questions affecting their business, and to improve the methods of fruit production and fruit marketing, fully justify, in our opinion, reasonable support from the taxpayers. All sound movements in a free country come from and are supported by the voluntary acts of the people. We believe that the State Board of Horticulture and the Fruit Growers' Conventions are the outgrowth of popular needs, and that the permanent success of the valuable work done and to be done by the Board must grow out of local interest. Local gatherings and local societies are indispensable for a reliable interest in the general meetings. We therefore recommend the State Board of Horticulture to encourage the continuance and activity of existing local societies and the formation of new ones, so that every fruit section in this State shall have a growers' society in its midst. Reports, bulletins, and beneficial insects can be best distributed by local means of this kind.

We invite suggestions on laws or amendments to laws affecting the horticultural interests of California. These should be sent to Mr. Alfred Holman, Secretary of the Committee, Pacific Rural Press, 220 Market Street, San Francisco. All such suggestions, to secure the full force of their merits, should be accompanied by a careful statement of the facts on which they are based.

ABBOT KINNEY,
A. D. PRYAL,
B. F. WALTON,
ALFRED HOLMAN,
Committee.

The report was received and adopted.

REPORT OF A COMMITTEE APPOINTED BY THE LAST CONVENTION.

MR. FOWLER: There was a committee appointed last year, in accordance with a resolution which was passed by unanimous vote, making a recommendation to the Legislature that a railroad be put through the Sacramento and San Joaquin Valleys by the State. That resolution is a part of the minutes of the last session, and a legislative committee was appointed, consisting of Messrs. Berwick, Sprague, and myself. Senator Mathews was pushing through the Mathews bill at the time, and, if I be permitted to quote from a letter which I received from Mr. Mathews, he gives the manner in which that bill was defeated. He said that his bill had been so handled in the Legislature, and the Southern

Pacific Railroad Company had so hampered its passage in every direction, and finally defeated it, that it did not even come to a final reading. The action of your committee went down with the Mathews bill.

MR. STEPHENS: You have heard the report of the chairman of the committee appointed last year on that subject. Are there any other reports to be made?

MR. SPRAGUE: I ought to add a little more to this report. You did bestir yourselves to secure such a backing of public sentiment as would justify the presentation of this matter before the Legislature. There was, practically, unanimity on this subject among the fruit-growers of the San Joaquin Valley. In our county, Los Angeles, the feeling was very strong, indeed, as it was entirely in harmony with a republican form of government. Two conventions were held, in which this question was considered, and they indorsed this proposed building of a road by the State. Things were moving along to the support of such action in the Legislature, when we learned that the people of the State of California had contributed, to the extent of some \$600,000—a million, perhaps—to secure the building of a railroad through the San Joaquin Valley. This, of course, took away the special necessity for action on the part of the people. Hence, I think the Fruit Growers' Convention may congratulate itself on this result.

The convention here took a recess until 1:30 o'clock.

AFTERNOON SESSION.

The convention met, pursuant to adjournment, at 1:30 o'clock. MR. R. D. STEPHENS in the chair.

REPORTS OF COMMITTEES.

MR. STEPHENS: The first order of business will be: Reports of committees.

MR. SPRAGUE: The Committee on Transportation would report that, owing to the turn matters have taken, it deems it unwise to disseminate information, except by the channels we intend to create by local coöperative unions.

MR. STEPHENS: Are there any other reports? If not, we will pass that order of business temporarily. The next order of business is: New subjects and special business.

MR. SPRAGUE: At the last part of the session in this hall last year, the convention passed a resolution, requesting the State Board of Horticulture to endeavor to obtain from the State Board of Health some information regarding fruit diet, in order that it might be published for the benefit of the people. This has not yet been furnished. I would therefore move that the Secretary of the State Board of Horticulture be again requested to present this matter to the State Board of Health, with the request that it take such steps as may be proper to obtain this information.

The motion was carried.

GRADING FRUIT.

Mr. Righter was requested to address the convention.

MR. RIGHTER: I do not know that I can say much on this subject of grading fruit that will be new to you.

MR. LELONG: I will explain to Mr. Righter so that he can grasp the idea in a moment. What is wanted throughout the State is a standard grade for all dried fruit. Many growers grade their fruit, but not according to standard grades. Much of this fruit is delivered according to the grades made by the grower, and the consequence is that when the packages are opened they are found not to contain the grades as required. Fruit has been graded into three or four sizes without regard to the sizes wanted. The same thing is continually in practice. There have been a great many letters received from fruit-growers throughout the State, asking that something be done to establish a standard grade of fruit.

MR. RIGHTER: The matter of establishing grades was taken up a year or two ago by the California Fruit Exchange and the Fruit Growers' Union of Santa Clara Valley. All these organizations agreed to employ the system of grading that was then agreed upon. Nearly two days were spent before reaching an agreement. The grades thus adopted were then published in several San Francisco papers. The commercial terms, "Fancy," "Choice," "Standard," and "Prime" were chosen because these words had long been used in that connection, and consequently were commercial terms familiar to all. The aim was to give to these words an entirely definite meaning. By this system the grades of dried peaches are as follows, namely: "Fancy" includes all peaches 2 inches in diameter or larger, "Choice" includes all from $1\frac{3}{4}$ to 2 inches in diameter, "Standard" includes all from $1\frac{1}{2}$ to $1\frac{3}{4}$ inches in diameter, and "Prime" includes all $1\frac{1}{2}$ inches in diameter or smaller. All cut fruit to be well bleached and contain neither slabs nor dark fruit. The difference between the same grade of apricots and peaches was $\frac{1}{4}$ of an inch in diameter, the apricots being that much smaller. For example, "Fancy" peaches were to be 2 inches in diameter or larger, while "Fancy" apricots were to be only $1\frac{3}{4}$ inches in diameter or larger. Aside from this difference of $\frac{1}{4}$ of an inch in diameter, the corresponding grades were the same. The grades of prunes are very nearly the same as the French. Both in these and in the French grades there is not a greater difference between consecutive grades than ten prunes. The difference in the corresponding grade in this system is a half grade better than in the French. For instance, the grade of 40-50 has between forty and fifty prunes to the pound, while the corresponding French grade has between forty-five and fifty-five to the pound. The grades of prunes were not thought by these organizations to be susceptible of improvement, hence they were not changed. I was asked, while in Yuba City a few days ago, "What were those grades adopted by the Exchanges and the Santa Clara Valley Fruit Growers' organizations?" I replied by quoting those just mentioned. People tell me that this dried fruit grading is not well understood. It was explained in at least two San Francisco papers at the time these grades were adopted. I am very strongly in favor of having everything graded. The best way to grade peaches and apricots is to grade them on the trees; that is, to thin enough to make large fruit. I believe that the people will soon get

up to the point of grading on the trees first, and secondly with a machine made for that purpose.

A MEMBER: Is it necessary to grade them before drying?

MR. RIGHTER: We used to grade them before drying, unless they were nearly of the same size. We can grade fruit, either green or dried, for 25 cents a ton by means of machinery made for that purpose. The following are the standard grades of dried fruit, as adopted by our associations:

DRIED FRUIT GRADES.

Peaches.

Fancy includes those that are 2 inches in diameter or larger.
Choice includes those that are $1\frac{3}{4}$ to 2 inches in diameter.
Standard includes those that are $1\frac{1}{2}$ to $1\frac{3}{4}$ inches in diameter.
Prime includes those that are $1\frac{1}{2}$ inches in diameter and smaller.

Apricots.

Fancy includes those that are $1\frac{3}{4}$ inches in diameter or larger.
Choice includes those that are $1\frac{1}{2}$ to $1\frac{3}{4}$ inches in diameter.
Standard includes those that are $1\frac{1}{4}$ to $1\frac{1}{2}$ inches in diameter.
Prime includes those that are $1\frac{1}{4}$ inches in diameter and smaller.

Prunes.

30-40 includes those that require between 30 and 40 to weigh 1 pound.
40-50 includes those that require between 40 and 50 to weigh 1 pound.
50-60 includes those that require between 50 and 60 to weigh 1 pound.
60-70 includes those that require between 60 and 70 to weigh 1 pound.
70-80 includes those that require between 70 and 80 to weigh 1 pound.
80-90 includes those that require between 80 and 90 to weigh 1 pound.
90-100 includes those that require between 90 and 100 to weigh 1 pound.
100-110 includes those that require between 100 and 110 to weigh 1 pound.

MR. BERWICK: I want to ask you a question as to Italian and French prunes. I understand that in Washington and Oregon they claim they are getting a cent a pound more for them than we do for our California prunes.

MR. RIGHTER: I can't say about that. I do not think it is true. We sold our 30-40 prunes for $7\frac{1}{2}$ cents in sacks. Their prunes are larger than ours, but I do not think they ever will be a popular fruit, as they require sweetening to make them palatable, while ours do not. Owing to this fact, I do not think they will ever be popular with poor people, who cannot afford to buy sugar to sweeten them. Such people must eat the cheapest kind of fruit they can get. Good, sweet prunes are food cheap enough for poor people to buy.

MR. ZIMMERMAN: I took a trip last year through Germany to find out what could be done there for California fruits, and more especially superior dried fruits. I know that up to about six years ago there was very little of our dried fruit in Germany, and really, for that matter, in any European country. I thought it worth while to look into this. It was about the middle of December when I got over there, and I found in various cities a good many California apricots. In Berlin, Hamburg, and many other places in the central part of Germany, I found dried apricots, but nothing else. No peaches, prunes, nectarines, nor anything of that kind. I asked why they did not buy peaches, and they said they could not use them. So I showed my samples, and everywhere they were very much pleased with the fruit. I had several sample boxes, 25 pounds each. I found there was quite a good market

for such fruit, if it was properly opened up. They don't know how to cook the fruit. I think we ought to advertise, and distribute samples of our fruit where it would do the most good. Now, Germany is a very large country. It has over 100,000,000 inhabitants, and only about 10,000 or so use our dried apricots.

MAJOR BERRY: You didn't state at what price they were sold.

MR. ZIMMERMAN: I saw, in Germany, our apricots sold at 13 cents a pound. They readily bring 30 cents a pound in the interior. The very cheapest goods are sold there.

MAJOR BERRY: What sized packages?

MR. ZIMMERMAN: 35-pound packages.

MAJOR BERRY: Any import duty?

MR. ZIMMERMAN: The import duty is very small. It amounts to only one half a cent a pound. You must remember that when I talk about pounds I talk about German pounds, about one ninth larger than the English pound. A German pound is about 500 grams, and the English pound about 450 grams. The duty is laid at the rate of half a cent a pound, gross weight. This don't amount to very much.

MAJOR BERRY: What would the freight and duty be?

MR. ZIMMERMAN: I don't know exactly what the freight and duty would be. You can allow about a cent a pound for freight and things on the steamer; the duty is half a cent a pound, and then you have to allow about one ninth overage for the difference in weight. If it is express fruit, of course it will cost you more, according to the value.

MR. BERWICK: You were speaking about 100,000,000 of people. Are they all German-speaking?

MR. ZIMMERMAN: Certainly. In saying 100,000,000, I took that class of people which will take our fruit at a price that will satisfy us.

MR. BERWICK: Do you speak of the entire continent of Europe?

MR. ZIMMERMAN: I speak of Germany, Austria, Russia, etc. One thing in connection with advertising I would like to mention. There is going to be a National Exhibition held next year, and this will be the event of the year. I think the Paris Exposition is not going to be held until 1900, and this will be the biggest event of the age. This is our opportunity, in my opinion, to bring before the rich people of Germany, England, and France the superior qualities of our California fruits.

MR. BERWICK: Where is this exhibition to be held?

MR. ZIMMERMAN: At Berlin. This is an opportunity to make a big advertising of our people and their goods. It could be arranged easily to have a collection of our fruits, and then have somebody there to cook them, and furnish enough printed matter telling how to prepare them. Put in something about the superiority of our fruit, and the cost, etc. All these things are done easily, and don't cost very much. My conviction is that there is a great field for our fruits.

MAJOR BERRY: Allow me to make a statement. During this last season a neighbor of mine had employed on his fruit ranch a young man by the name of Claude, whose parents lived in Bristol, England. He had been sent out to California to learn the fruit business. I consulted with my neighbor, and it was decided that we would put up for this young man 500 pounds of dried peaches in 25-pound boxes, and send them to England by this young man, as he was going home. Before he started we got some information about opening up this trade. We contributed this fruit, and we received an order after this young

man got home for two carloads of the same kind of fruit, at $8\frac{1}{2}$ cents a pound. This shows that we should undertake to enlarge our markets. We growl among ourselves because we do not find a market. I have been told that England would not take our fruits. We ask why, and they say it is because they don't like it. Well, how do you know? Oh, some man told me! It is in evidence that they came back with an order after they had seen our fruit, and that is an evidence that they want our fruit.

REPORT OF EXCURSION COMMITTEE.

SENATOR HALL: If it is in order I would like to present the report of the committee on the excursion to Folsom.

Your committee, appointed to consider the invitation of Governor Budd to the members of this convention to visit the Folsom Prison and water power located there, beg leave to report that the invitation has been accepted by this committee, and all arrangements have been made by the Chamber of Commerce of Sacramento. The train will leave the depot at 9 o'clock, sharp, to-morrow morning. The return train will arrive in Sacramento before 3 p. m., in time to take the train for San Francisco and other trains leaving later.

Respectfully submitted.

A. P. HALL,
J. T. BOGUE,
GEO. C. ROEDING,
Committee.

The report was adopted.

MR. STEPHENS: There is much to be seen there. Those who have never been to Folsom will see a great sight. The scenery is grand all up and down the river, and the penitentiary itself is of much interest. I hope as many as possible will go. Transportation is free, and tickets will be delivered to you at the depot. There will be no trouble about that.

QUESTION-BOX—RESUMED.

Question, *What effectual treatment is there for the vine-hopper?*

MAJOR BERRY: I have been very successful in the use of sulphur. Just open the foliage of the vine, and dust the sulphur in.

Question, *What is the cost of water for irrigating in various districts represented here. Cost per inch and cost per acre?*

MR. GESTER: In Placer County we pay 35 cents an inch (miner's measurement) for twenty-four hours, five months in the year, with a six-inch pressure.

MR. HAVENS: In Riverside County the charge is 10 cents per inch for twenty-four hours, under a four-inch pressure. Wherever it is sold by the acre the charge is \$6 per acre. There are a number of systems there.

Question, *What variety of olive is best for pickling purposes?*

MR. LELONG: I prefer the Mission olive, but understand me, only for pickling in the ripe state.

MR. BERWICK: What is the Queen?

MR. LELONG: The name "Queen" is a commercial brand, applied to all large olives.

Question, *Are green olives packed in this State?*

MR. LELONG: Very few. Growers prefer to supply them in the ripe state, being more nutritious and a food. In the green state they are only a relish.

Question, *Is the olive hardy?*

MR. LELONG: Yes, quite hardy. It grows under the most varied conditions. Large trees are now growing in San Francisco, exposed to trade winds, fogs, etc. In Ventura County there are trees growing near the seashore, probably not more than four hundred feet away. The winds strike them from the ocean, as in San Francisco, notwithstanding which they make a fine growth, and make beautiful shade.

MAJOR BERRY: What have you to guard against in raising olive trees?

MR. LELONG: Principally the black scale, and several leaf-rolling insects that roll up the leaves and check the growth. There is also a borer, the *Polycaon confertus*, that bores into the limbs; but this borer is only troublesome where oak trees are in close proximity to the olive trees. Paris green kills the borer.

Question, *Is the ripe olive better than the green olive for table use?*

MR. LELONG: There is no merit in the green olive. It is a relish, while the ripe olive is a food. The green olive is a pickle made from unripe or undeveloped fruit. Analysis shows that the ripe olive contains as much nutriment as beef.

Question, *Is there any difficulty in keeping ripe olives?*

MR. LELONG: No difficulty at all. The greatest difficulty is to keep fruit with brine improperly made. In making brine many simply stir the salt into the water and place it, in this crude state, upon the fruit. This kind of brine will not keep the fruit. If the brine is made with care, and the olives pickled rightly, they will keep for years.

Question, *What is the best brine?*

MR. LELONG: Use Liverpool salt (or any other pure salt, but avoid using marsh salt, which is very impure), 14 ounces to the gallon of water. Always boil the salt and add to the water; when the salt has been mixed, add alum, in the proportion of half a pound to 85 gallons of water, and stir until it mixes thoroughly. The alum clarifies the liquor and prevents fermentation.

Question, *How do you manage to keep the color of olives?*

MR. LELONG: In pickling, especially when not fully ripe, they are apt to change color, and those desiring green olives are disappointed. In putting up green fruit, when the fruit changes color take a few pounds of spinach leaves; make an infusion, and then put your spinach solution onto your olives and allow them to stand for a day or two and they will turn green. Ripe olives sometimes change color, and in order to make them of a uniform black color, expose the pickled fruit to the air.

THE NEXT CONVENTION.

MR. STEPHENS: The next order of business will be: Making arrangements for the next convention.

F. G. HAVENS, of Riverside, moved to recommend Riverside, and presented an invitation from the Riverside Horticultural Club, with the assurance that everything possible would be done to make the meeting a success.

F. M. RIGHTER, of Campbell, moved to amend by substituting San José, and said: We had the honor of having the State Convention meet at San José several years ago, and the people there desire to have it again. It is in the central part of the State, and I think it would be very advisable that you meet at San José.

MR. STABLER moved to refer the matter to the Executive Committee of the State Board of Horticulture, and in support of his motion said: I don't believe it possible at this time to make a selection of the place for holding the next Fruit Growers' Convention. A year ago you agreed to hold the next convention in San Diego. Certain conditions existed, however, and at the request of the members of the last convention, it became necessary to hold the meeting in Sacramento, because it was nearer the shipping interests of the State. We cannot tell what may arise in the meantime; therefore, I propose that the matter be referred to the Executive Committee of the State Board of Horticulture.

MR. BERWICK: I move to amend the amendment by substituting either Riverside or San José.

MR. LELONG: I have no advice in this matter, but would like to call your attention to one fact that might be taken into consideration. A year ago San Diego was selected and arrangements were made to have the convention there, but petitions came from those who attended the last convention, requesting that, in view of the importance of the transportation question, the convention be recalled from San Diego and held at Sacramento. The Board then directed me to correspond with those who attended the convention of a year ago, to ascertain if they were willing that the meeting be held at Sacramento. Mr. Frank A. Kimball, who was instrumental in securing San Diego, was present at a meeting in San Francisco where the subject was discussed, and said he would not stand in the way of the wishes of the majority, and in this way the change was brought about.

Mr. Berwick's amendment to the amendment was then voted on, and lost. Mr. Haven's amendment was also lost. Mr. Stabler's motion was carried.

VOTE OF THANKS.

MR. BERWICK: The Chamber of Commerce of Sacramento has kindly planned for us an excursion to Folsom to see the sights, and I move that we record a vote of thanks for the attention shown us.

The motion was carried.

ADJOURNMENT.

MR. STEPHENS: If there is no other business to come before the convention, the only other duty that we will have to perform will be to adjourn *sine die*, as far as this session is concerned.

I desire, on behalf of the citizens of Sacramento and the Chamber of Commerce, to return to you our sincere thanks for the honor which you have conferred on our city and county by your presence here. I will say that I am not prepared for this occasion, because I did not expect to have the honor of occupying the chair, as I had many business matters of importance to attend to. For the Vice-President, Colonel Weinstock, I wish to say, by way of apology, that he neglected his business for three or four days in order to be here, but as his partner is away his presence at his place of business was actually necessary in order to attend to the affairs of the firm. He regrets very much that he could not be here.

Again, in conclusion, we will say that we thank you sincerely. If you have any intention of coming again to Sacramento we will be ready to receive you, and hope to be able to do so in a more hospitable way than we have on this occasion.

We are very anxious that you should go, each and every one of you, to Folsom to-morrow. Please bear in mind to be at the depot to-morrow morning at nine o'clock sharp, and we will see that all arrangements are made to make it a pleasant trip.

THANKS TO MR. STEPHENS.

A vote of thanks was unanimously voted to Mr. Stephens for the able and courteous manner in which he presided over the convention.

MR. RIGHTER: I move that the convention do now adjourn.

MR. STEPHENS: I wish to return my sincere thanks for the compliment paid me. The convention stands adjourned *sine die*.

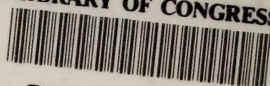
SATURDAY, November 9, 1895.

Quite a large number of the delegates to the convention, with their ladies, assembled at the Sacramento depot Saturday morning, in acceptance of the invitation of Governor Budd and the Chamber of Commerce of Sacramento, to pay a visit to Folsom and the surrounding sights. The party was welcomed at the depot by Governor Budd, who was accompanied by several State officials.

The train left the city promptly at 9 o'clock and returned at 2:30 P. M., in time for those who desired to take the afternoon trains for San Francisco and other points. The excursionists were afforded an excellent opportunity to view the orchards, hop fields, and vineyards along the American River. The cars were run up to the large dam near the prison, and some time was spent in viewing the extensive water power, after which the prison was visited. Warden Aull had spread a bountiful collation, to which he invited all. Every one relished the Warden's thoughtful hospitality. Before leaving, the visitors were given a salute from the Gatling guns, and three cheers were given to Governor Budd and Warden Aull. Returning to Folsom, a stop was made and the visitors made an inspection of the power-house of the Sacramento Electric Light and Power Company. The immense dynamos and generators attracted much attention. The excursion was in every way enjoyed by the participants.

B. M. LELONG,
Secretary.

LIBRARY OF CONGRESS



00009168886

